Board of Trade Journal

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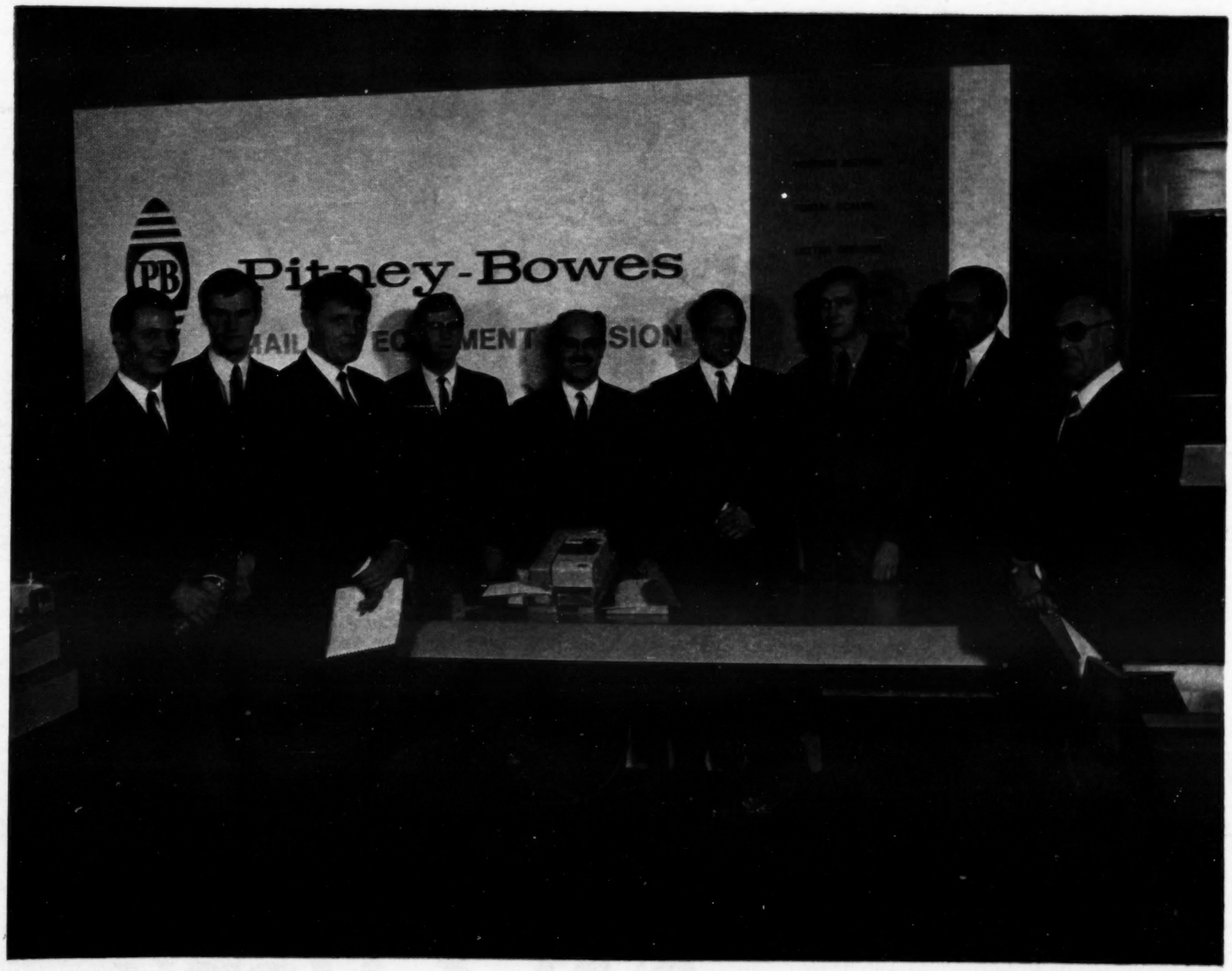

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Front cover photograph

A newly introduced postage meter machine, the Model 5510, was the subject of a recent meeting held at the Pitney-Bowes European Area Headquarters at 51/53 Hatton Garden, London, where seven top sales managers and salesmen met for a product sales course to polish their product knowledge and sales techniques for European markets. The seven men, top salesmen and managers from European agents who sell Pitney-Bowes equipment in Europe, were in London for a six day intensive course to equip them for further overseas sales of the company's mailing, business and office machines. Pictured (left to right) during their product information course on the Model 5510 – a desk-top electrically operated model that will stamp, seal, stack and optionally count mail in one quick operation – with Mr. D. King, area product manager, and Mr. A. D. Johnson, European area manager, who organized and planned the visit, are Mr. Paul Truelsen, Haro-Systemer 1/S, Copenhagen; Mr. Per Roalsden, Mr. Jan Spjeld, Mr. Steinar Kleiven, all of Alf G. Johnsen A/S, Oslo; Mr. Donald King, area product manager, Pitney-Bowes International; Mr. J. Pothoven, salesman from Veeman Kantoormachines, Rotterdam; Mr. Bengt Larson, salesman from L. M. Ericksson Data AB, Stockholm; Mr. A. D. Johnson; Mr. Louis Israels, sales manager from ETS, Portelange SA, Brussels,

LATE ANNOUNCEMENTS

Temporary exemption from import duty

A TREASURY ORDER coming into operation on April 2, 1970, temporarily exempts from import duty crude barytes and the chemicals n-Propyl acetate and Tri (nonafluoro-n-butyl) amine. The exemption is till January 1, 1971.

Copies of the Order, The Import Duties (Temporary Exemptions) (No. 2) Order, 1970, SI 1970, No. 463, are available from Her Majesty's Stationery Office, 49 High Holborn, London W.C.1, and branches (price 6d.) or by post from HMSO, P.O. Box 569, London S.E.1 (price 10d.).

British Pavilion at British Columbia Trade Fair

PROVIDED THERE is sufficient support from industry, the Board of Trade will organise a British Pavilion at the British Columbia International Trade Fair, to be held in Vancouver from June 2 to 12, 1971. Financial assistance will be available in the form of subsidized rent, and repayment of part of the costs of travel, co-operative advertising and return freight. Further details and application forms are available from: Miss G. Adams, Fairs and Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London E.C.4. Tel. 01-248 5757, Ext. 7204. The latest date for space applications is April 15, 1970.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	11 Mar. 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	18 Feb. 1970
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	18 Mar. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	18 Mar. 1970
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q	5 Feb. 1970
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	18 Mar. 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	11 Mar. 1970
International trade credit (A)	3 Sept. 1969
Electronics industry:	
Electronic capital equipment deliveries, research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	25 Mar. 1970
ECGD business (Q)	11 Mar. 1970
Film industry:	
British Film Fund Agency returns (M)	11 Mar. 1970
Cinema admissions and takings (M)	This week:
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	4 Feb. 1970
Footwear industry orders and deliveries (M)	18 Mar. 1970
Foreign trade:	
EFTA trade (Q)	18 Mar. 1970
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	25 Mar. 1970
Value of overseas trade (M)	25 Mar. 1970
Value of overseas trade: analysis of trends (Q)	11 Mar. 1970
Gold and convertible currency reserves (M)	11 Mar. 1970
Hairdressing trades turnover (M)	18 Mar. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Feb. 1970
Business (M)	11 Mar. 1970
Industrial building (Q)	28 Jan. 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	25 Mar. 1970
N. Ireland index (M)	25 Mar. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	This week
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	18 Mar. 1970
Machine tools, deliveries and orders (M)	25 Mar. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	11 Feb. 1970
Production (M)	11 Mar. 1970
Volume of production (M)	11 Mar. 1970
Motor industry:	
Car and commercial vehicle production (M)	11 Mar. 1970
Motor trades turnover (M)	18 Mar. 1970
Office development permits (Q)	4 Mar. 1970
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	This week
Retail prices index (M)	25 Mar. 1970
Retail trades:	
Index nos. (M)	11 Mar. 1970
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	11 Mar. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	18 Mar. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	18 Mar. 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	25 Mar. 1970
Cotton production (M)	25 Mar. 1970
Wholesale houses sales (M)	18 Mar. 1970
Wool exports (Q)	25 Feb. 1970
Wool output (M)	25 Mar. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	4 Mar. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	18 Mar. 1970

Board of Trade Departments, etc.

Subjects	Last published
Board of Trade addresses	18 Feb. 1970
Board of Trade Regional Organization	18 Mar. 1970
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	4 Mar. 1970
Directory of Board of Trade Departments and their work	29 Mar. 1969
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receiver's offices	21 June 1969
Programme of trade promotions	11 Mar. 1970

SUBSCRIPTIONS

ADVERTISEMENTS

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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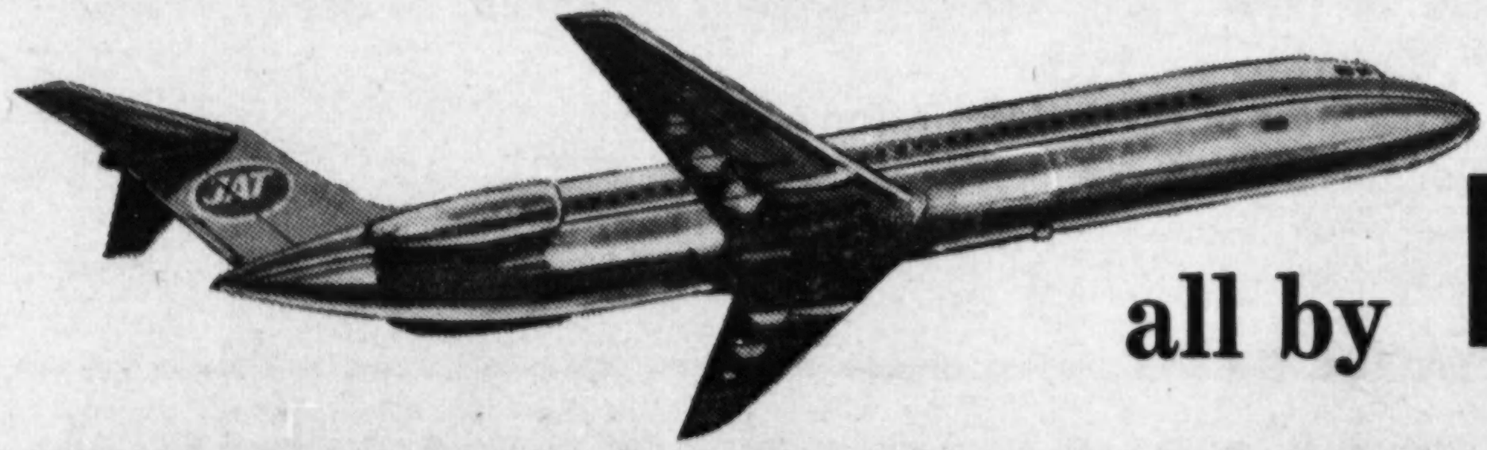

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Yugoslavia: into the seventies

By J. A. Molyneux, Counsellor (Commercial), British Embassy, Belgrade

IN FINANCIAL TERMS 1969 was a good year for British exports to Yugoslavia which reached an all time high of over £30 million, or 30s. per head of Yugoslavia's population. This represented a 20 per cent increase over the previous two years, and put Britain into fifth place as a supplier. But perhaps even more significant was the fact that, unlike the previous peak in 1966, it was not inflated by supplies for big projects like the Skopje Steelworks or the Pancevo Oil Refinery. Rather it reflects what can be achieved by those who bring persistent and flexible salesmanship to a market where demand has been buoyant. Even so new major contracts for £15 million were successfully concluded.

Mr. Mitja Ribicic (right), the Yugoslav Prime Minister, is seen here with Mr. Michael Stewart, Secretary of State for Foreign and Commonwealth Affairs, at a reception given by the Prime Minister at the Yugoslav Embassy in London during his recent four-day visit to Britain as a guest of the British Government.

The present

1970 will be a year of reappraisal. Yugoslav enterprises with their partners, foreign and domestic, are taking stock with their banks and with Government of their resources and setting these against their plans for the next five years. It is intended that the resulting Development Plan should be agreed by all concerned at all levels, and so prevent the dissipation and dispersion of investment funds which has been a feature of the Yugoslav scene since the Economic Reform's introduction in 1965. A start has been made to remedy some of the other factors which have been threatening to overheat the economy. With demand outstripping supply and a failure yet to secure a Prices and Incomes Policy, 1969 saw inflationary tendencies strongly at work, of the order of 10 per cent in the overall cost of living. Enterprises overstretched their liquidity positions. This escalated into a serious cash crisis last summer, affecting the good firms as well as the persistent overtraders, which is still bedevilling the short term scene. There is however much ambivalence about how many can be allowed to go into liquidation through bankruptcy. On the other hand the measures being taken to impose a stricter financial discipline on enterprises are to be welcomed.

It is some years since the economy reached the point that further development would have to be dependent on securing increased exports. The foreign exchange regulations are heavily weighted in favour of those enterprises who are able to respond to the challenge; but the complementary argument for rewarding those who achieved import substitution has not yet been accepted. Marketing is a comparatively new concept facing management. Commercial directors, knowing that it will take several years before they can build up cadres of sufficient commercial experience, have concentrated on counter-trading techniques and have shown themselves to be hard and flexible bargainers with their would-be foreign suppliers. Sometimes they have been under pressure from their banks to stiffen their terms. This pattern is therefore likely to continue.

The future

Convertibility of the dinar is still the objective but Yugoslavs recognize that their earlier hopes of achieving this by 1970 were over-optimistic. Meanwhile with particularly heavy debt servicing burdens for the next two years they must nurse the economy through this difficult balance of payments period by constant adjustments to the complicated foreign trade mechanisms. The authorities will be watchful for opportunities further to liberalize imports. Equally they will be responsive to requests for domestic protection from local manufacturers who they feel deserve short term help. Selective regulation of imports will ensure enterprises do not abuse this position.

The trade figures underline the predominantly Western orientation of the Yugoslav market. Out of every £10 spent abroad £6 is spent in the convertible currency area (Western Europe, North America and Japan): £3 in Eastern Europe: and £1 in the Developing World. It is widely recognized that only the West can supply the technology and equipment that industry needs. Despite the investments since the war, nearly half of Yugoslavia's industrial plant already needs replacing. It is therefore likewise to the West that Yugoslavia looks for its capital – and for the tourists who are the principal source of invisible earnings. In a previous article (*Board of Trade Journal* of December 15, 1967) I described briefly what Yugoslavia had to offer in exchange. She still has. Much of her mineral wealth has been barely tapped: iron ore, bauxite (both for aluminium and refractories) copper, lead, zinc, nickel, antimony. The wood and furniture industry is re-organizing. A start has been made on the mountainous section of the Belgrade-Bar railway which will link the rich Vojvodina plains to the sea as well as opening up Southern Serbia and the hinterland of Montenegro.

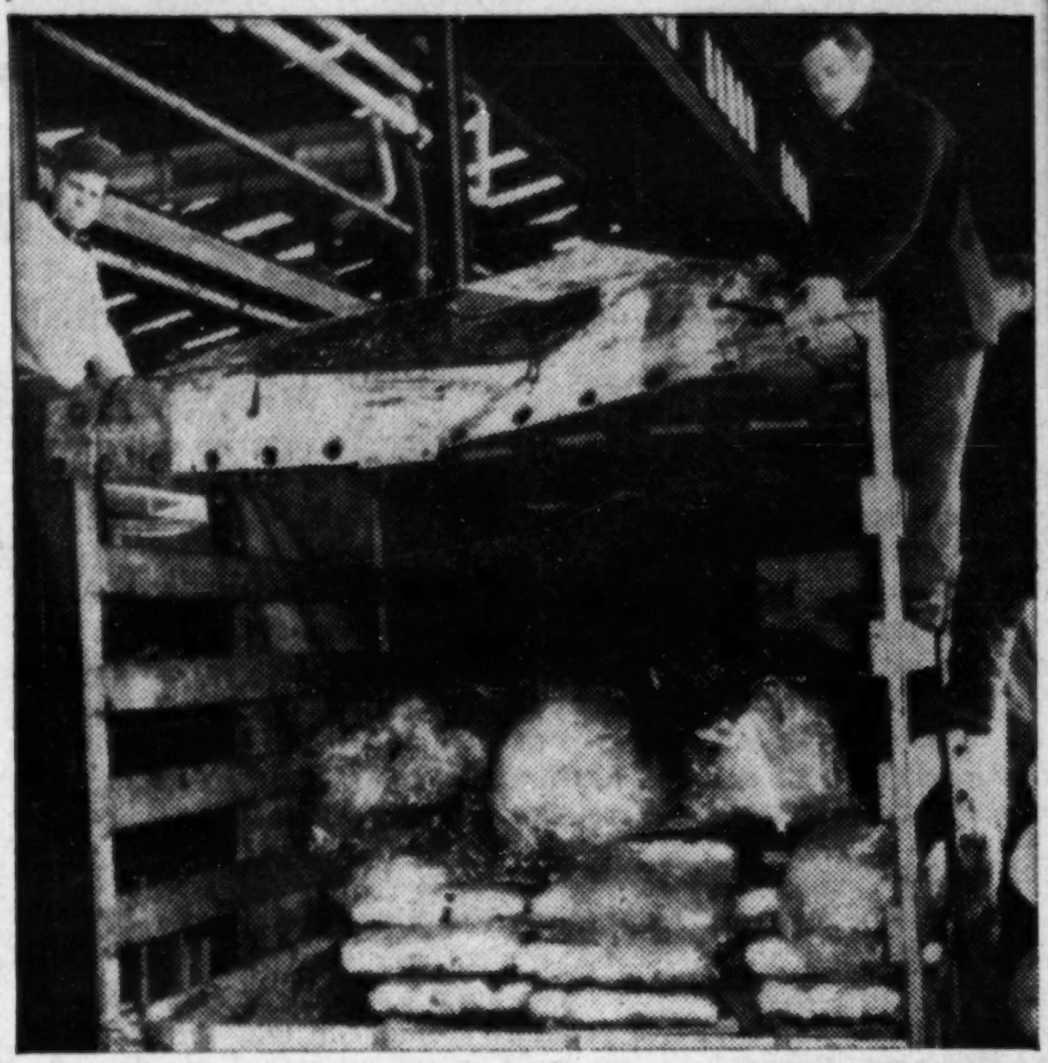
Meanwhile the shortage of rolling stock becomes a progressively pressing problem. Among the plans for more and better roads that for the extension of the Adriatic Highway round Albania will open up communications through the Kosovo and provide Macedonia with an alternative egress. The completion of the Iron Gates hydro scheme will enable 5,000-ton vessels to travel up the Danube to Belgrade and beyond and ultimately, when the link with the Rhine is finished, through to the English Channel. There is much discussion about where the first container terminal should go. Belgrade will become a port second only to Rijeka.

In the field of power production the aim is to multiply the existing supplies of nearly 20,000 MW by five times by 1975 and by 15 times by the year 2000; despite the country's large lignite deposits and untapped hydro thoughts are increasingly turning towards the use of nuclear energy. In the short term much faith is pinned on tourist prospects. Net earnings are hoped to rise to $350 million this year. This in turn has highlighted the need to

(Continued on next page)

YUGOSLAVIA, *continued*

A food machinery mission from Yugoslavia, headed by Mr. Jordan Blazevski, Director of the Yugoslav Agricultural Centre, and comprising leaders of the main food processing Kombinats, visited the APV Works in Crawley recently. They were received by Mr. G. A. Dummett, APV's deputy managing director (sixth from left), and discussions ranged over the whole of APV's extensive work in the food industries, including automated process lines and factories. The visit was part of a 10-day programme arranged for the mission by BNEC.



The first consignment of the fastest export order yet won by H. H. Robertson of Ellesmere Port, worth £40,000, is seen being loaded into a container at the factory ready for dispatch to Yugoslavia. The 20-ton load of Galbestos steel cladding for the Novo Sad exhibition hall, was needed urgently to replace a building which collapsed under a weight of snow. Erection began on March 20, the job is expected to be finished a month later, to be ready for an exhibition to open on May 3.

improve not only the mainline airports but also the coastal airports used by the private operators. It also raises supply problems like food, water, and water pollution. Nor are the tourist possibilities inland being overlooked: mountains, lakes and woods abound.

These then are a few of 'the opportunities to be seized'. But equally the saying about 'the early bird' holds true. If last year our own exports rose, so did those of our main Western competitors – more – and in many cases they were able to reach 'co-operation' arrangements with Yugoslav firms which will strengthen the base of their longer term operations in this country. Such arrangements receive every official encouragement as part of the drive towards 'the international division of labour'. The Foreign Investment Law passed in 1967 is realized to have been insufficiently commercially rewarding for the foreign firm whose know-how and, to a lesser extent, capital it was designed to attract; and the first steps to improve it have been recently taken.

The newly established International Investment Corporation of Yugoslavia, a consortium of leading foreign and Yugoslav banks, is also designed to help the foreign firm with the evaluation of projects, as well as provide some lubricant finance. By any standard it betokens a role of international confidence. The creation of the Corporation at this point of reappraisal could scarcely be more timely.

With almost every Yugoslav enterprise seeking to secure official approval for a place in the 1971/5 Development Plan, British suppliers, including those who may have found the pace and pattern of developments in the past three years bewilderingly complex and often frustrating, will no doubt welcome the appearance of this potential mentor, with its powerful local links. In any event the message is clear: 1970 is the year for discussion, while the pattern for the next five years is being set: those who delay may well find it set against them. The knowledgeable are already hard at work. Fortunately many of them are British.

Note:

Mr. Ribicic, the Yugoslav Prime Minister, Mr. Vratusa, the Deputy Foreign Minister, and Mr. Granfil, the Minister responsible for economic matters and foreign trade, recently paid an official visit to this country. Mr. Granfil had discussions with Ministers from the Ministry of Technology and the Board of Trade in which particular emphasis was laid on the idea of co-operation between Yugoslav enterprises and firms in Britain.

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President visits North America

MR. ROY MASON, President of the Board of Trade, will visit California and Eastern Canada between April 1 and 8.

In California Mr. Mason will visit San Francisco on April 1 and 2 and Los Angeles from April 3 to 6. Mr. Mason will carry out a number of engagements connected with the California Trade Drive which he launched at a conference in London on November 10, 1969. He will address luncheon meetings organized by the World Affairs Councils in each city and in San Francisco he will inspect the area which will be the centre of the British Week in San Francisco, from October 1 to 9, 1971.

On April 6, Mr. Mason flies to Toronto, where he will speak at a luncheon engagement on April 7. In Ottawa on April 8, he will call on M. Pepin, the Canadian Minister for Industry, Trade and Commerce, and Mr. Jamieson, the Minister of Transportation.

Lord Brown on advertising as an aid to exporting

THE SUCCESS of the Board of Trade's new computerized export intelligence service would largely depend on the volume of information coming in from abroad, said Lord Brown, Minister of State, Board of Trade, when presenting the 2nd International Advertising Awards organized by the Overseas Press and Media Association, in London, on March 24.

'We are working with the Foreign and Commonwealth Office to step up the flow – in fact, we hope in the long term to about double the present flow of some 30,000 items a year.

'This is not going to be easy, and you will be interested to hear that advertising is one of the things we are looking at as a means of achieving it. I am considering mounting advertising campaigns in the overseas press, addressed to potential customers for British goods and telling them that if they will let our Diplomatic Service commercial officers know what goods they want, this information will be passed quickly back to London and, by way of the Export Intelligence Service, to British exporters who have expressed positive interest in that market and that specific class of business,' he added.

'I have asked that a study be made of the cost, and likely effectiveness, of such campaigns in various markets and if this is encouraging we should be able to go ahead later this year.'

Lord Brown continued that he had been looking, too, at what could be done to encourage the proper use of overseas advertising by our exporting industries.

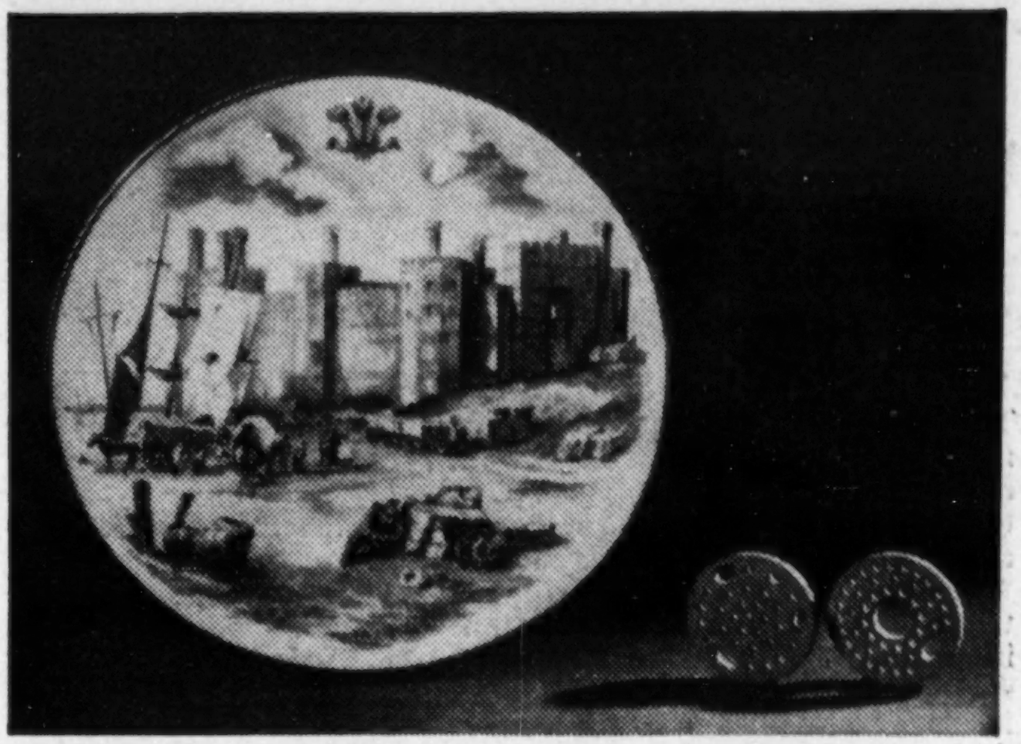
'As a start, I have commissioned the preparation of a new handbook on the subject of overseas publicity and advertising for engineering and capital goods in the series of Board of Trade handbooks for exporters. Since I started this series of handbooks, something like half a million copies have been sent out in response to specific requests from industry. This good round figure, should show you that they are popular – and we know from the correspondence they provoke that they are read.'

Lord Brown said he had ordered the writing of this handbook because he was convinced that too many firms were failing to exploit publicity as a necessary, and integral part, of any export marketing campaign.

'I know that you, who are intimately concerned with this, share my concern at the way some of our strongest competitors are more active than we are in using effective advertising to reinforce their sales efforts in any number of valuable markets. I have spent many years in industry myself and I have seen this problem from the inside.'

He added that he was sure that a lack of knowledge rather than parsimony in the boardroom was at the root of that problem. Some firms failed to see advertising as one leg of a total marketing plan and, as a result, it was not sufficiently integrated with stocks, servicing arrangements, new products and general marketing strategy.

'Second, they often leave both the objective and the tactics of advertising to the advertising agent whereas, in my view, it is for the company to decide the objective, to supply the data, and for the advertising agent to devise an advertising plan which matches the objective. Thirdly, they think of advertising too exclusively in terms of display advertising in the press and too little in terms of DMA, films, and other methods. Fourthly, they are not sufficiently convinced of the need for advertising in a market plan and their budgets are thereby too cautious.'



World markets are shared by the companies represented in this picture. The Worcester Royal Porcelain Company have produced this commemorative plate to mark the investiture of Prince Charles as Prince of Wales last year, and the industrial ceramic components, on the right, which are jet engine heat seals. The commemorative plate has recently been commissioned by Royal Worcester Industrial Ceramics Ltd., of Tonyrefail. No. 1 in a limited edition of 150 copies of the plate has been accepted by Prince Charles. None will be for sale. The alumina ceramic heat seals produced by Royal Worcester Industrial Ceramics are fitted to Rolls-Royce engines, including the VC 10 Trident.

The situation on overseas advertising was also prejudiced by the attitude of many advertising agents – for many of them were very orientated towards consumer goods advertising he continued. 'But our exports of capital and industrial goods are much larger than those of consumer goods and advertising of industrial goods requires very different treatment. It doesn't always get it.

'All these pitfalls lead to the same result. The advertising that is done is less effective than it should be and because of this the firm comes to feel that overseas publicity in general, and advertising in particular, is not worth the money spent on it. And so the board cuts back on the next appropriation and the situation is perpetuated in a vicious circle.'

Lord Brown stressed that for exporting, the right matching of advertising to marketing plans was needed, the right quality and tactics of advertising and the right selection of media.

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Hotels and the patterns of tourist development

—Mrs. Dunwoody

THE EXTRAORDINARY concentration on London was perhaps the most significant feature of the present pattern of tourist visits from other countries, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, told a luncheon of the Hotel Sales Managers' Association in London on March 20.

She said that in 1969 the number of visits by overseas visitors to this country reached a record total of over 5½ million. This was an increase of almost 20 per cent over 1968. According to a recent survey over half of these visitors spent their whole stay in London. Looking at those figures alone, the hotel industry could be pardoned for concluding that London was the place to build. A market of this size, expanding at an exceptionally high rate, offered obvious attractions. Of course we wanted a great deal more hotel accommodation in London and she was very glad to see so many new hotels going up. Perhaps the present high level of activity was not only due to the growth in demand, but also to the Government's incentives scheme.

'Let us look a little further at what will happen if there is an undue concentration of new hotel building on London,' Mrs. Dunwoody added. 'The effect will be to encourage the continuance of the concentration of overseas visitors on London. Now hotel capacity can be expected – but unfortunately the same is not true of the capacity of the Tower of London or of Westminster Abbey. We want our visitors to see these and we want them to see them in comfort. But we want them to see the rest of the country as well. And by the rest of the country, I do not mean only that area which includes the Oxbridge Colleges and Shakespeare's birthplace.'

One of the most important factors in determining whether visitors could in fact be encouraged to explore other parts of the country, was the availability of hotels of the kind they wanted in the places which they wanted to visit. Not all overseas visitors stayed in hotels – in fact only about a quarter of all overseas visitor nights were spent in hotels. But it remained true that if visitors were to be encouraged to explore new territory there must be places for them to stay. 'Your decisions – and the decisions of the companies with which you are concerned will have a crucial effect on whether the present pattern can be changed,' the Minister said. 'Your decisions will influence not only whether our visitors venture out of London, but where they go, and what areas can develop a flourishing tourist industry.

'It is no secret that some parts of this country, including places which rely heavily on tourism, are far from flourishing. Hotels in those areas may be more than half empty taking the year as a whole, and business is too seasonal to make it economically worthwhile to provide the sort of attractions for which visitors and holidaymakers look today.

'The Government have tried to help to extend the holiday season by altering bank holiday dates and by encouraging changes in the arrangement of school examinations. But there is a limit to what can be done while the present pattern of a single main holiday away from home persists. Your marketing policies will have a great effect in determining whether this pattern can be changed, over the country as a whole. The basic conditions for change – increasing leisure and prosperity – are there. But it is your decisions about for example, differential tariffs, which will be crucial in deciding whether people develop the habit of taking an additional break in the spring or autumn. It is therefore with particular interest that I have noticed the increasing development of new marketing schemes – for my own part, I must admit that it is those advertisements for a weekend away from it all that I find really tempting. "Send your wife away to an hotel while you do the decorating" is the sort of advertisement I am looking out for!

'In stressing the influence you can exert – indeed are already exerting – on the pattern of tourist development, I am not suggesting that the hotel industry can solve single handed all the problems that have to be faced. What I do want to emphasize is the importance of the closest possible collaboration between the hotel industry and the new statutory tourist organizations whose responsibilities affect in many ways the planning of future tourist development.'

Mrs. Dunwoody thought it was fair to say that the Government recognized the importance of a positive marketing policy designed to create new business some time ago. The first Government grant to the then British Travel and Holidays Association for overseas publicity and promotion was given by the Board of Trade in 1950. Looking back this struck her as an imaginative and farsighted move. The grant for this work was now some £3 million – which added up to a pretty large promotional campaign by any standards.

'But in the course of a review of our policy on tourism, we came to the conclusion that greater emphasis needed to be placed on the development of adequate facilities and amenities for tourists and holidaymakers. It was this which led us to set up the new statutory tourist boards,' she added.

'There is a great deal of work to be done. To start with, we are singularly ignorant about what facilities we already have. I was rather appalled to find that we do not even know how many hotels we have in the country. And before sensible decisions can be made about future developments, research will be needed into the needs of the market and into ways of evaluating the economic benefits of tourists development in a given area. But I look forward to the day when it will be possible to pinpoint tourist growth areas and to plan that growth in a way that will bring maximum benefit to the economy of different parts of the country, and to the overall balance of payments.'

ECGD backs £1.25 million contract for Greece

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a SD 14 standard cargo vessel of 14,810 tons deadweight, worth approximately £1.25 million, for Greece.

The vessel, which will be owned by Laertis Shipping Enterprises Special Shipping SA Greece and whose London agent is N. & J. Vlassopulos Ltd., is scheduled for delivery in December 1970 and is being built by Bartram & Sons Ltd. of Sunderland.

ECGD guarantees £2.5 million exports for Danish shipyards

THE EXPORT Credits Guarantee Department has guaranteed a £2.5 million line of credit for the purchase from British suppliers of equipment for Danish shipyards.

Finance under the credit will be available for 80 per cent of the United Kingdom element of an individual contract, of a minimum value of £10,000. Orders under the credit may be placed up to 15 months from signature of the Financial Agreement (March 23) and the terms of repayment will be over a period of two-five years depending on the total value of each individual contract. The finance will be provided by the banks at 5½ per cent interest.

Recommended layout of decimal currency shoppers' table

THE RECOMMENDED layout of the decimal currency shoppers' table, covering the conversion of all amounts from 1d. to 19s. 11d., has been published in a special issue of the Decimal Currency Board's newsletter. The newsletter illustrates the shoppers' table as it will appear in the Board booklet 'Your Guide to Decimal Money' which will be issued to each of the 18 million households in Britain early in 1971. The table (two copies will be included in each booklet) will be printed on manilla card for durability and will be of a convenient size for handbag or wallet. This will help shoppers to check familiar £sd prices against unfamiliar decimal prices.

Import quotas for butter 1970/71

MR. ROY MASON, President of the Board of Trade, announced in reply to a Parliamentary Question on March 23 that the quota system for imports of butter will continue for a further 12 months beginning on April 1, 1970, and that imports of near butters and substances containing butter fat will continue to be subject to a global quota of 9,000 tons per year.

The total of imports of straight butter to be authorized initially will be 425,000 tons. This is the amount estimated to keep stocks of butter in the United Kingdom to a satisfactory level after taking into account the expected level of home production and consumption of butter this year. It represents an increase of 28,000 tons over the present quotas and partially restores the reduction of 65,000 tons made a year ago. Supplying countries will continue during 1970/71 to be free to phase their supplies to meet variations in market demand during the year.

There will be no general provision for the carry-over of old quotas into the new quota year or for the anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

Notices to Importers giving full details of the licensing arrangements for the quotas will be issued shortly.

Individual countries' allocations are shown in the following table:

	Tons		Tons
Argentina	3,780	New Zealand	176,000
Australia	67,600	Norway	1,670
Austria	1,670	Poland	12,060
Belgium	250	Rumania	2,820
Bulgaria	810	South Africa	1,500
Denmark	93,500	Sweden	3,700
Finland	11,300	Uruguay	160
France	3,960		
Hungary	1,520	China	£100,000
Irish Republic	30,000	(this is a bilateral quota which has existed at the same level since 1959)	
Kenya	500		
Netherlands	12,200		

Notes:

The present system for controlling imports of butter by annual quota was introduced in April 1962 following applications by New Zealand and Denmark for the imposition of anti-dumping duties against subsidized imports from other countries, and has been continued every year since then.

The arrangements announced in March 1969 for the current year 1969/70 fixed basic import quotas at 397,000 tons, an exceptionally low figure made necessary by the high level of stocks held in the United Kingdom. Over the year supplies overall have been ample, and it has not been necessary to consider authorizing additional imports.

The first hand price of New Zealand and Australian butter has remained steady during the 1969/70 quota year at 300s. per cwt. The Danish price was increased during September by 28s. per cwt. to 376s. per cwt. Irish packet butter increased in price by 15s. a cwt. from October 20.

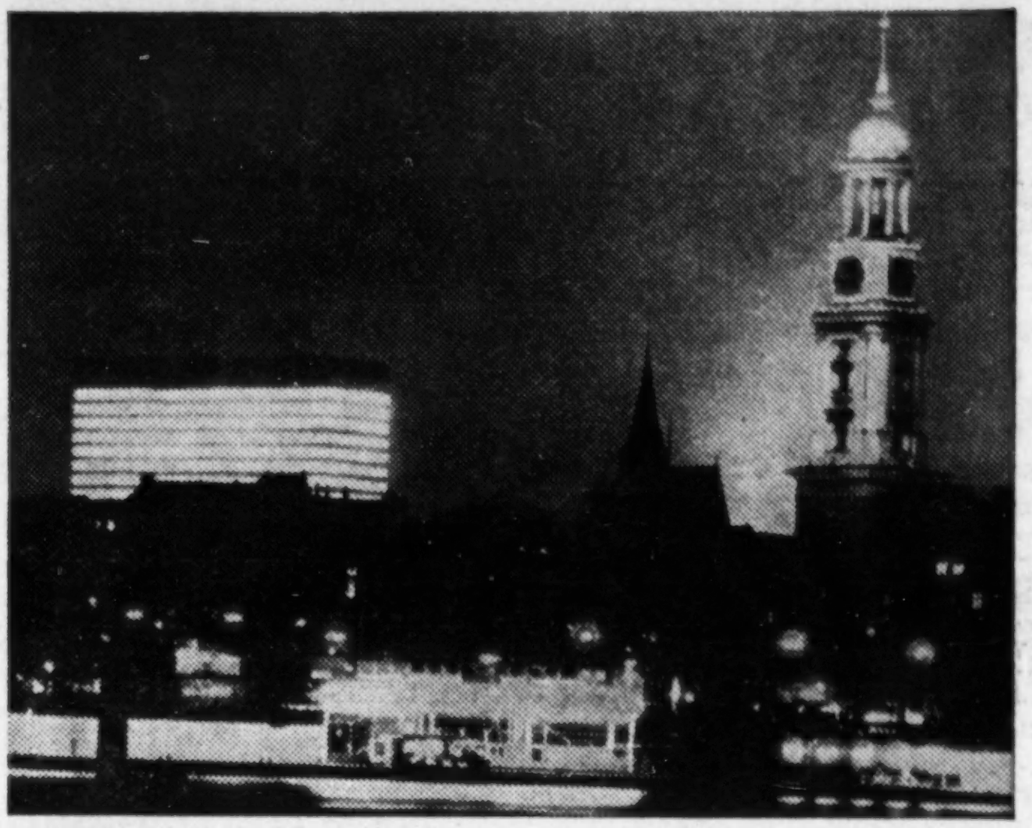
Retail prices of butter increased slightly over the year by about ½d. per lb. in total. According to the national food survey the average price paid by housewives for butter in the last three calendar years has been

1967	3s. 5½d. per lb.
1968	3s. 4½d. per lb.
1969	3s. 5d. per lb.

The coming year is expected to start with a stock level of 99,000 tons. The corresponding figure for April 1, 1969, was 92,000 tons. On the surface this suggests a small increase over the year, but the true picture is distorted because shipments within the 1968/69 quota from New Zealand, Australia and the Argentine were delayed last year while this year there have been, by arrangement, substantial advance arrivals from New Zealand, Finland and the Irish Republic in anticipation of their quotas for 1970/71. If adjustment is made for these figures a correct comparison is between a stock of 100,000 tons on April 1, 1969 and 79,000 tons on April 1, 1970. Given normal weather conditions it is estimated that home production of butter in 1970/71 will be about 61,000 tons.

The initial import programme is 28,000 tons higher than that for 1969/70 in order to maintain a stock level which will guarantee that no shortage of butter is encountered.

Consultations about these arangements have been held with the Governments of New Zealand, Australia, Denmark and the Irish Republic.



Rising above the Hamburg night-time skyline, this 'wall of light' (left) is one of the latest office blocks in that city – headquarters of the Deutscher Ring, insurance company combine – which has a lighting installation using over 12,000 Atlas fluorescent tubes. They were supplied by Etron Licht GmbH – a subsidiary of Thorn Electrical Industries.

United Kingdom imports of cheddar cheese

IN REPLY to a question in Parliament on March 20, asking what progress had been made with arrangements for the limitation of imports of cheddar cheese for a further period, Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, said:

'The Government have now reached agreement with most of our suppliers, covering the large bulk of our cheddar cheese imports, on measures to continue voluntary restraint on imports of cheddar and cheddar-type cheese from April 1 at a slightly lower level of deliveries than has operated over the past two years. I hope to make a further announcement shortly about the details.'

A further statement was made by the Minister on March 25, detailing the arrangements concluded with all Governments concerned in the voluntary restraint arrangements for deliveries of cheddar and cheddar type cheese in the United Kingdom in the period April 1, 1970 to March 31, 1971.

The Import Duties (General) (No. 1) Order 1970

HM TREASURY have made the Import Duties (General) (No. 1) Order 1970 (S.I. 1970, No. 462).

The Order removes the import duty on the following:

(a) All essential oils, not terpeneless, classified ex Tariff sub-heading 33.01(A)(4) other than: bay, cedarwood, citronella, clove, eucalyptus, ginger, gingergrass, lemongrass, litsea cubeba, ninde, onion, orange, palmarosa, patchouli, pimento, sandalwood.

(b) All concretes absolutes and resinoids classified to Tariff sub-heading 33.01 (B)(2).

(c) Mineral substances containing not less than 20 per cent by weight of talc, and not less than 25 per cent by weight and not more than 65 per cent by weight of tremolite, classified ex Tariff sub-heading 25.32(D).

The Order comes into operation on April 2, 1970.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 6d) or by post (price 10d.) from HMSO, PO Box 569, London, S.E.1.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 15.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.39	Triamcinolone 16, 21-diacetate	9 Alpha fluoro 16 alpha hydroxy prednisolone diacetate	December 31, 1970	13405
Ex 51.01	Singles yarn wholly of regenerated cellulose of deniers not less than 1,000 and not greater than 2,500 and of a tenacity not less than 5 grammes per denier	Viscose rayon tyre yarn	July 2, 1970	11075
Ex 56.02	Tow, not crimped nor coloured, wholly of copolymerized acrylonitrile and vinyl chloride, having a weight per filament not exceeding 4·5 denier and of a total weight not less than 162,000 denier	Dynel Tow	December 31, 1970	10634
90.09	Blockwriters for step and repeat photo-reduction apparatus	Blockwriter	December 31, 1970	10730

Note; Amendment of Definition

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of certain acrylic sheet which was advertised in the *Board of Trade Journal* dated September, 10 1969, to the following:

39.02 Acrylic sheet, transparent, colourless, of a thickness not less than 1·5 millimetres and not greater than 25·0 millimetres, which, when kept for 24 hours at a temperature of 110° centigrade, undergoes a linear shrinkage of not more than 10 per cent, and which, when kept for 24 hours at a temperature of 145° centigrade, undergoes a linear shrinkage of not less than 37·5 per cent.

Representations for or against the application for amendment should be made to the Board of Trade as indicated above.

Export of Goods (Control) Order—Iron and steel

THE BOARD OF TRADE announce that under the terms of the Iron and Steel heading in the current Export of Goods (Control) Order, the export of goods in any stage of manufacture whose f.o.b. price does not exceed £25 per ton is prohibited except under licence issued by the Board of Trade. The purpose of this control is to reinforce the control over the export of ferrous scrap.

It has been the practice, however, for the Export Licensing Branch to consider applications for licences in respect of genuinely re-rollable or re-usuable material provided that the f.o.b. price is not less than the f.o.b. price determined by the Ministry of Technology, Iron and Steel Division (formerly the Ministry of Power).

As from April 13, 1970, new minimum f.o.b. prices will be introduced, to take account of the steep rise in international prices for ferrous scrap.

As from this date, licence applications for re-rollable or re-usable material will normally be refused unless the f.o.b. price is at least that shown for the relevant category of goods in the schedule set out below.

Minimum f.o.b. Prices at which licences may be issued for the export of re-rollable or re-usable Iron and Steel Products

Class of Material	Minimum f.o.b. Price Per Ton	
	Far East*	Other Countries
1. Heavy steel Bars, rods, flats and strip ¼ in. thick and over (9 gauge and lower): Shapes, sections, etc. Plate and plate cuttings Blooms, billets and slabs Blanks Springs and coils Steel chain Tyres, axles, etc. (but not wheels)	£23 10 0	£23 10 0
Heavy cast iron not less than ½ in. thick such as floor plates: Cast iron chairs, etc. Cast iron shot and grit		
Rails	£25 0 0	£25 0 0
2. Uncoated sheet and sheet cuttings (10 gauge and higher): Flats, and strip less than ¼ in. thick Blackplate and cuttings Baling hoops Wire rod cobbles Wire rope Pipes and tubes other than cast iron (including old boiler tubes and new discard pipes) Transformer laminations Cast iron pipes	£21 10 0	£22 10 0
3. Light cast iron items	£20 10 0	£22 10 0
4. Coated sheet and sheet cuttings Coated flats or strip irrespective of thickness Plain tinplate and tinplate cuttings	£20 0 0	£22 0 0
5. Anti-submarine and Anti-torpedo netting for reinforcing work	£18 0 0	£20 0 0
6. Tinplate and tinplate cuttings, misprinted, lacquered or painted: Wire shorts and defectives Wire in coils Used light or heavy steel drums Cast iron powder	£19 0 0	£21 0 0

* This heading includes Australasia, Burma, Cambodia, Ceylon, China, Hong Kong, India, Indonesia, Japan, North and South Korea, Malaysia, East and West Pakistan, Philippines, Singapore, Taiwan (Formosa), Thailand, North and South Vietnam.

Certificates of origin : issuing bodies

THE FOLLOWING organizations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Area Convention:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce
Burton on Trent & South Derbyshire Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce & Manufactures
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
*Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal Chamber of Commerce & Manufactures
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy & East Fife Chamber of Commerce

Lancaster, Morecambe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce
Leicester & County Chamber of Commerce
Leith Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce & Industry
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce (Stoke on Trent)
Northampton & County Chamber of Commerce
Northern Ireland Chamber of Commerce & Industry (Belfast)
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce
Slough Chamber of Commerce (Branch issuing office also at London Airport (Heathrow))
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Swansea Chamber of Commerce

Tees-side Chamber of Commerce (Middlesbrough)
Royal Tunbridge Wells Chamber of Commerce
Tyne & Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
Welwyn Garden City Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce
Worcester Chamber of Commerce

* Does NOT issue EFTA certificates of origin.

The list previously published in the *Board of Trade Journal* September 17, 1969 is hereby cancelled.

Warning to exporters

Exporters are warned that foreign customs authorities may refuse to accept any certificate of origin that has been issued other than by a designated organization (in the list above). Such a refusal is virtually bound to cause delay in delivery of the goods concerned and in certain circumstances may lead to forfeiture of the goods and/or the imposition of financial penalties.

Chambers of Commerce seeking authority to issue certificates of origin universally acceptable to foreign customs under the provisions of the International and/or EFTA Conventions should apply in the first instance to the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4, which acts as advisory body to the Board of Trade in these matters.

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by United Gas Industries Ltd. of British Thermostat Co. Ltd.

Ministry of Technology regional offices: correction

IN THE LIST of Ministry of Technology regional offices published in the *Board of Trade Journal* of March 11 (page 641), the telephone number of the North West Regional office should read 061-832 9111.

Plessey and NRDC in £8.8 million telecommunications development plan

AN £8.8 MILLION project for the development of advanced stored programme control techniques (SPC) in future telephone exchanges jointly by the National Research Development Corporation and The Plessey Company Ltd., was announced on March 19.

This is the largest project with one company in which the NRDC has ever been involved and its contribution is 50 per cent of the total.

New advance factory for Jarrow

THE ENGLISH Industrial Estates Corporation announced on March 20 that a contract worth £64,000 has been awarded to John Cummings & Sons Ltd. of Sunderland for the construction of a 15,000 sq. ft. advance factory on the Bede Industrial Estate, Jarrow. Work is expected to commence at the end of April and the new unit will be ready for occupation in October 1970.

Since the awarding of this contract the Government has announced that a further advance factory of 25,000 sq. ft. is to be built at Jarrow and this will be located on the Simonside Industrial Estate.

New £8 million factory for Skelmersdale

PILKINGTON IS TO invest £8 million in a new Fibreglass Ltd. factory for making glass fibre reinforcements for composite materials at Skelmersdale new town, Lancs., Lord Pilkington, group chairman, announced on March 16. He said there was the prospect of investing much more in a few years, and added: 'This is the largest single investment undertaken by the Pilkington group outside the flat glass field.'

The market development of glass reinforced plastics will be backed by the group's research and development effort, currently costing £5 million a year. Lord Pilkington said: 'We estimate our sales for composites will increase four fold as a direct result of the first phase of the Skelmersdale project.'

Lord Pilkington, who is also chairman of the Economic Development Committee for the Chemical Industry, said the chemical industry was growing at twice the rate of industry generally and that within it plastics were one of the fastest growing sectors.

The factory, which will employ 500 by mid 1972, is close to group headquarters at St. Helens and group research laboratories at Lathom. Fibreglass reinforcements division has an existing factory at Birkenhead where production capacity has recently been increased.

New chairman for Wool Textile Export Corporation

MR. W. P. BULMER has been appointed chairman of the National Wool Textile Export Corporation and the Wool Textile Export Group, the two Bradford-based organizations representing Britain's wool textile exporters. He succeeds Mr. J. Douglas Hood.

New patents role for Birmingham Chamber

THE BIRMINGHAN Chamber of Commerce set up a new Patents Trade Marks and Design Committee to assist its members to appreciate the complexities of this field and to help them in the commercial exploitation of their technical knowledge.

Chairman of the new committee is Mr. R. V. Bouldstridge, International licensing director of GKN Screws & Fasteners Ltd.

'Printing in a competitive world'

A REPORT 'Printing in a Competitive World' published for the Printing and Publishing Economic Development Committee forecasts a big increase in international competition in printing during the 1970's.

Based on visits to selected firms in Holland, Italy, the Federal Republic of Germany, the United States and Britain, the report highlights pressures for change in the industry and points to action required to sharpen the competitive edge of British printers in home and international markets. Topics discussed include industry structure; specialization; marketing: management; manpower and production.

'Printing in a Competitive World', report of the Printing and Publishing EDC's Joint Mission to printing firms in five countries, is available from HMSO, price 7s. (7s. 8d. by post).

Telegraph credit made easier for travellers abroad

SENDING INTERNATIONAL telegrams and telex messages is made easier for travellers with the introduction of a new credit card recognizable by telegraph and telex office staff in many countries.

This standardized credit card is being introduced this year in all countries that participate in the transferred account telegraph service, including the United Kingdom. It entitles holders to file international telegrams and make telex calls from public offices without prepayment. Cost is debited to the individual or company who has agreed to pay the charges.

The new card will ultimately replace the majority of credit cards issued by individual countries. In Britain the new international cards are being issued as old, nationally-designed ones and become due for renewal up to December 31, 1971.

Within this country credit card holders can file international telegrams in person at any post office and by hand or telephone at any telegraph office that normally accepts international telegrams.

Cards can be issued to cover specified countries or areas for any period up to two years. People who make frequent visits abroad can be supplied with a card valid for any country from which the facility operates.

The new card is printed in English, and five other languages (Arabic, French, Spanish, Chinese and Russian) and carries the title 'Union Internationale Telecommunications – International Credit Card for Telegraph Services.'

International transferred account facilities for telegraphs are arranged on behalf of the Post Office by the International Credit Card Service, Cable & Wireless Ltd., Mercury House, Theobalds Road, W.C.1 (Tel. 01-242 4433, Ext. 422 and 424), from whom further information about the new credit card can be obtained.

A display mounted by the COI on behalf of the Board of Trade at Wellbar House, Newcastle upon Tyne, illustrates some examples of the use of art and design by a representative group of Northern manufacturers. The exhibits show how the original design created in the firm's own studios or commissioned from leading artists and designers is translated into the finished product for markets all over the world. Firms showing examples of their work are Metal Box Co. Ltd., Ferguson Bros. Ltd., and Sundour Fabrics Ltd., all of Carlisle; Team Valley Weaving Industries Ltd. of Gateshead and Celluware Ltd. of Consett.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	March 6, 1970	
825,957	Bertin et Cie	Improvements in devices for increasing or augmenting the momentum of a fluid especially applicable as a lifting or propulsion device.
864,028	Bertin et Cie	Improved device for augmenting the momentum of a flow of fluid.
926,569	Agfa Aktiengesellschaft	A process for the simultaneous bleaching and fixing of photographic colour images.
1,019,861	Creed & Company Limited	Transducers arrangements.
1,024,120	Creed & Company Limited	Teleprinters.
1,039,880	Agfa Aktiengesellschaft	New acylaminopyrazolones and colour photographic materials containing them.
1,045,009	Standard Telephones & Cables Ltd.	Inverter with controllable semiconductor rectifier.
1,044,365	Creed & Company Ltd.	Selective printers.
1,054,633	Standard Telephones & Cables Ltd.	Printed circuits.
1,073,656	Standard Telephones & Cables Ltd.	Insulating body for dip-solder connections.
1,075,097	Standard Telephones & Cables Ltd.	Multipole electromagnetic relays.
1,081,966	Creed & Company Limited	Telegraph apparatus.
1,089,741	Standard Telephones & Cables Ltd.	Horizontally extending flat conveying channel for instance, for letters in assorting systems.
1,110,552	Standard Telephones & Cables Ltd.	Signal translating apparatus.
	March 9, 1970	
1,027,941	Einar Gudmann-Petersen	Concrete mixers.
1,044,864	Viktor Seidl	A rail track ballast-removing scraping chain.
1,057,745	Willem de Ridder	Apparatus for transferring bakery goods from a delivery conveyor to a transverse conveyor.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

The Patents Office.

Course on Latin American affairs

A VACATION COURSE on Latin American affairs is to be held in London from April 7 to 9. The course, organized by the Institute of Latin American Studies, is intended primarily for bankers, businessmen, government officials and others.

Further information may be obtained from the Secretary, Institute of Latin American Studies, 31 Tavistock Square, London, W.C.1.

Letters of appreciation

Below is a selection of extracts from letters of appreciation received from United Kingdom companies by official posts overseas and the Export Services Division of the Board of Trade.

CANADA

I have recently returned to England from my three weeks' selling tour in Canada. I am very pleased to be able to say that it has been highly successful and I have a tremendous number of quotations to complete and return to various companies throughout Canada which I hope will result in good business. Thank you very much indeed for all your help during my stay in Toronto, it was certainly very much appreciated and took a great deal of work off my shoulders.

Ratsey & Lapthorn Ltd.

Things have been pretty hectic since I got back to the office and this is the first opportunity I have had to write and thank you for the very kind way you received us in Toronto and for your considerable assistance in helping us to select a suitable agent.

Telehoist Ltd.

NORWAY

Thank you for your letter and the detailed information contained therein. This information is exactly what we were looking for and I would like to thank you sincerely for all the hard work which you must have put in to have obtained such a detailed report.

Overseas Trading Corporation (1939) *Ltd.*

Mr. Iliffe has now reported to my Council on the success that this mission enjoyed.

As in previous years this success is due entirely to the co-operation which we have enjoyed with you and the officers of your Commercial Department. I would like to thank you and them on behalf of the Chamber of Commerce in general and members of the mission in particular.

Leicester and County Chamber of Commerce

KUWAIT

I would like to take this opportunity of thanking you for the excellent co-operation you have given us in making arrangements for this mission. To be honest I must say that this has been the easiest mission I have ever arranged and most of the credit for this is due to the help I have received from your department, and from your colleagues in the Commercial Department in Beirut.

The National Wool Textile Export Corporation

AUSTRALIA AND NEW ZEALAND

I would like you to know how very grateful I am and how impressed I was with the efficiency of the Commercial Departments of the High Commissioners officers in all the ports I visited and also in Canberra. The warmth of my reception everywhere, the personal interest the officers of the Commercial Departments took in my welfare and appointments left nothing to be desired, and excellent itineraries for interviews with prominent port and shipping people were arranged at each place. I cannot speak too highly of the efficiency of the departments.

British Transport Docks Board

I do want to place on record our sincere appreciation for the really wonderful assistance which you and your colleagues gave to us during our trip On the whole it has been quite successful thanks largely to the splendid co-operation from your own office and those in Perth, Adelaide, Melbourne and Sydney.

Taylor Woodrow Services Ltd., Southall, Middlesex.

SOUTH AFRICA

Mr. Ervin Politzer, our export sales manager, has recently returned from a comprehensive tour of South Africa and the Congo with nothing but praise for the organized manner in which his tour was arranged and business contacts provided by your goodselves.

The signing in Copenhagen of an agreement between Hawker Siddeley Dynamics Ltd., and Viggo Bendz A/S for the distribution in Denmark of the Versatran remote-controlled handling system. From left to right: Mr. D. C. Hall, managing director of Hawker Siddeley Dynamics; Mr. D. Mellor. First Secretary British Embassy at Copenhagen; Mr. S. T. Thomasen, managing director of Viggo Bendz A/S.

Please accept our sincere thanks for all your help on a tour which has given us immedaite orders and prospects of large potential orders in the future.

Paul Green
Spectacle frame manufacturers of Maryport.

SWITZERLAND

Thank you for your letter with which you enclosed your Berne correspondence Report on Waste Disposal in Switzerland. This is a most comprehensive Report and we should be glad if you would compliment your people in Berne on their efficiency.

Purle Brothers Holdings Ltd.

CANARY ISLANDS

Now that I have returned to England, I would like to take this opportunity to thank you most sincerely for your help and your interpreters' help in dealing with one or two of my problems whilst in Teneriffe. The problem of languages, I am afraid, are all too apparent and without your help I would not have been successful.

As I believe I explained to you when I called at the Consul, this was my first visit to Teneriffe and I did not really know the ropes. I must say that the help of your consul and other consuls during my tour of the Mediterranean area have been most successful and I can only speak highly of the service given.

*Carson-Paripan Ltd., London, S.W.*11.

AUSTRIA

I have returned to a mountain of work, but feel I could not let a day go by without expressing to you and your colleagues once again our sincere thanks for your invaluable assistance in making the Mission's visit to Vienna the success it undoubtedly was.

We are all conscious of the inestimable value of the press coverage, the briefing, the organization of the samples display, and all the other forms of assistance you gave to us. We were highly delighted, and are all convinced we can do good business in Austria. I feel sure you will see us again in the future.

Robert Barclay & Co. Ltd.

Aviation and Shipping

Airmiss figures to be published on regular basis

MR. ROY MASON, President of the Board of Trade, has decided to publish detailed figures of airmiss reports on a regular basis.

Figures for the period 1963-1969, published on March 25, show that there were on average five reports a year involving actual risk to public transport aircraft. They also show that there has been no discernible pattern of growth in actual risk from year to year despite the rapid increase in aircraft movements both civil and military—from over 4½ million in 1963 to over 5½ million in 1969.

Announcing the decision in reply to a Parliamentary Question Mr. Goronwy Roberts, Minister of State, Board of Trade, said: 'It is proposed to publish annually the total numbers of reports of airmisses. in United Kingdom airspace. involving civil aircraft and public transport aircraft, divided into categories as determined by the Air-Miss Working Group according to the degree of risk, if any. Annual total numbers of aircraft movements will also be given. The information for this and future years will be published in the Annual Survey of Accidents to Aircraft on the United Kingdom Register.'

The airmiss reporting system was established in 1962. Whenever a pilot considers that his aircraft may have been endangered by the proximity of another aircraft during flight within United Kingdom airspace to the extent that a definite risk of collision existed, he makes an airmiss report to the appropriate National Air Traffic Control Services ATC Centre.

All reported airmisses are investigated by the Air-Miss Working Group, who assess the degree of risk, determine causes, comment on remedial action, determine trends and make recommendations. The reports are categorized by the Group to give their judgment of the degree of danger if any from risk of collision. The general lines of these categories are as follows:

Category A is assigned when it is considered that, in the prevailing circumstances, there was a significant risk of collision, giving rise to danger.

Category B is assigned when it is considered that, in the prevailing circumstances, the situation was less dangerous but when aircraft were close enough to cause anxiety to one or both of the pilots although the risk of collision was slight.

Category C is assigned where, although the aircraft may have been closer or reported to have been closer than normally desirable, there was no danger and no significant risk of collision.

Most incidents reported fall into Category C where in fact no risk existed at all and in this respect their inclusion in the total figures could be misleading. However, even when investigation subsequently shows that no risk existed such reports may still contain useful information for improving ATC arrangements. They have therefore been included as an indication of this and of the degree of support which pilots have shown for the airmiss reporting system.

The Group is under the Chairmanship of an RAF pilot, and consists of representatives of the two State air corporations, the British Airline Pilots Association, the International Air Transport Association, the Guild of Air Pilots and Navigators, the General Aviation Safety Committee, the Flight Safety Directorate of the Ministry of Defence, and the Directorate of Flying of the Ministry of Technology with advisors present from NATCS.

In one respect the Group is revolutionary in that no other country has its airmiss reports reviewed and recommended on by a body of independent users, with the emphasis on the flying side.

Note:
Numbers of aircraft movements exclude movements at some aero dromes and are estimated where actual information is not available.

Airmiss Reports involving civil aircraft:

Year		1963		1964		1965		1966		1967		1968		1969	
Class of aircraft		Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil
Category (i)	A	2	4	7	4	3	6	9	4	5	15	6	3	4	13
	B	16	15	20	12	11	20	9	17	14	26	19	24	29	29
	C	45	38	57	35	35	43	40	36	37	51	51	53	48	38
Totals		63	57	84	51	49	69	58	57	56	92	76	80	81	80
Aircraft movements (thous.) Total Civil/Military		4,540		4,590		4,950		4,830		5,590		5,760		5,590	
Total Public Transport (ii)		495		522		544		605		617		612		639	

BEM PRESENTATION

Mr. Goronwy Roberts, Minister of State, Board of Trade (right), presented the British Empire Medal to Station Officer William Pink of Port Isaac Coastguard, on behalf of The Queen, at a ceremony at the Board of Trade, on March 20. Also in the picture are Mrs. Pink and son William. Station Officer Pink carried out a 'particularly dangerous rescue at Trebarwith on October 9, 1969' stated the citation. He was lowered to the rocks which were being swept by heavy seas in order to reach a seriously injured man lying in a cave. He knew that if his line sagged, or if he miscalculated the time between successive waves, he would have been swept into the sea.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

Towards quieter aircraft

THE FIRST STEP for curbing aircraft noise at source was taken on March 25 by Mr. Roy Mason, President of the Board of Trade, when he laid before Parliament the draft of an Order in Council which will require new subsonic aircraft types to hold a certificate of quietness after January 1, 1971.

Future subsonic airliners will be required to be approximately half as noisy as current jet aircraft of the same weight. The scheme is designed to compel the progressive introduction to airline service of the much quieter aircraft which modern technology now makes possible.

New aircraft, such as the projected European and American airbuses, will be prohibited from landing or taking-off in this country from next January unless in possession of a noise certificate stating that they can comply with the noise standards specified in the Order, or unless exemption has been given. The early production models of the B 747 jumbo jet will be exempted but subsequent production aircraft will be covered. This aircraft is quieter than its predecessors, but further acoustical modifications are possible to its design and these are to be incorporated as soon as possible.

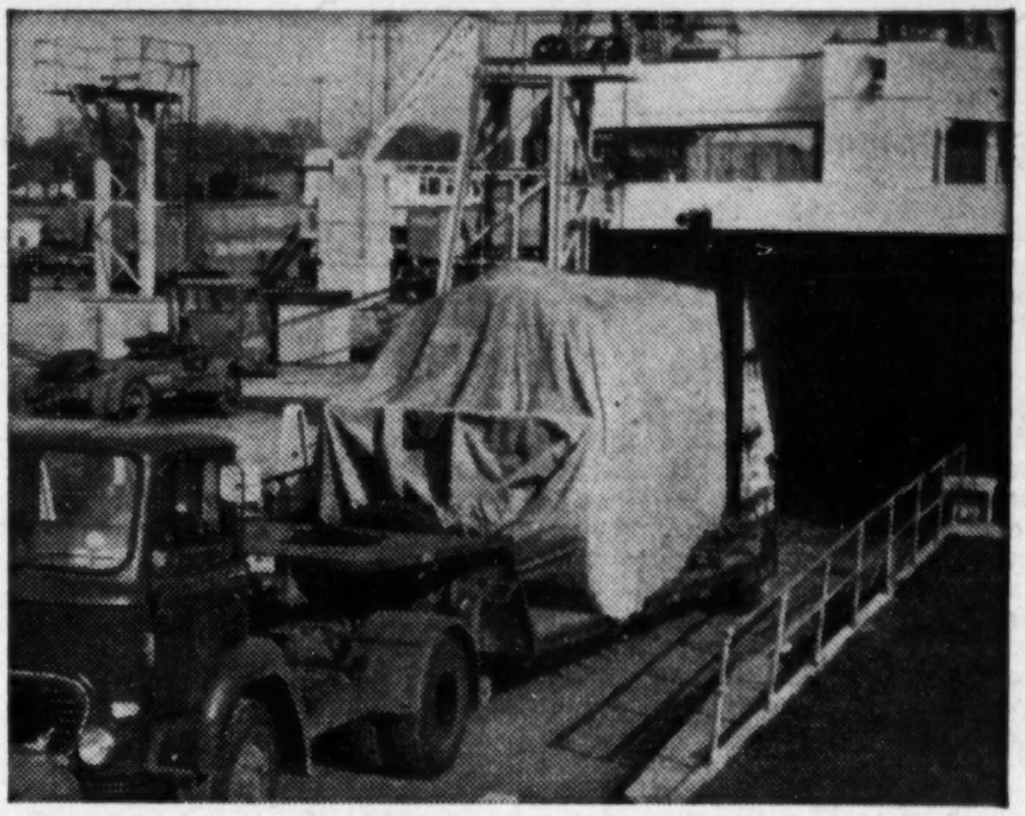
The introduction of the noise certification scheme in the United Kingdom is the first result of many years' work both in this country and internationally since the International Conference on Aircraft Noise, which was convened by HM Government in London in November 1966. It is a particularly pleasing outcome for Mr. Mason, who was chairman of the International Conference as Minister of State, Board of Trade.

The 1966 Conference recognized that the lead in working out a noise certification scheme had to be taken by the manufacturing countries. Accordingly France, the United States and the United Kingdom have taken the lead in preparing the scheme. The draft scheme was put before a meeting of the International Civil Aviation Organization in Montreal last November and with minor modification was endorsed. The United Kingdom is the first country to implement the standards recommended by the Montreal Conference. The United States has introduced a broadly comparable scheme for aircraft of United States registry only. Because aviation in this country is more international the standards here will apply to aircraft wherever registered.

Meanwhile, research work will continue with the object of further reducing aircraft noise so that the noise levels in the scheme can be progressively reduced.

With the introduction of the initial scheme, attention is now being turned to the possibility of quietening current types of aircraft. Work will also be devoted to considering noise certification schemes for other aircraft not covered by the initial scheme, such as supersonic transports, vertical take-off, and short take-off and landing aircraft.

Mr. Mason, commenting on these developments said: 'By these methods there are solid reasons to hope that the growing menace of aircraft noise will not only be halted but that disturbance will actually be reduced without interfering with the growth of civil air transport as a service to the world community and as a necessary part of the economic well-being of this country'.



Starting the first part of a £185 million export order on its journey to America. A Rolls-Royce RB.211 aero engine leaving Preston for Larne aboard the Transport Ferry Service's roll-on/roll-off mv 'Ionic Ferry'. It was the first of the engines ordered by the Lockheed Company of California for their new Lockheed L-1011 TriStar aircraft. The aircraft is due to fly for the first time this year, and comes into airline service at the end of 1971. The engines are being built at Rolls-Royce's Derby factory and will be transported by road from Derby to Short Brothers & Harland in Belfast where they will be podded. They will then be flown to California. Each ship set is worth £1 million.

Rubery Owen–Rockwell Ltd., of Warrington and Darlaston, have been awarded contracts for trailer axles for an international road transport organization, to the value of approximately £250,000. The subsequent requirements for renewable parts such as brake drums and linings are expected to double the original order value over a period of years. Picture shows some typical trailers of the Tansport International Pool fleet at a dockside in Rotterdam.

BoT inquiry into loss of Fraserburgh Life-boat

A FORMAL inquiry into the loss of the Fraserburgh Lifeboat has been ordered by the Board of Trade. In reply to a question in the House of Commons on March 25, Mr. Goronwy Roberts, Minister of State, Board of Trade, said:

> 'The Royal National Life-Boat Institution have sent me a copy of their own confidential inquiry into the disaster. In view of the public concern over this disaster I have decided to order a formal investigation into the accident to the life-boat under Section 466 of the Merchant Shipping Act 1894. The Royal National Life-Boat Institution have told me that they would welcome this.'

Marking of some imported textile and fine goods at Liverpool

IN ORDER TO facilitate identification and selection of goods on the quayside at Liverpool, the local branch of the Institute of Shipping and Forwarding Agents is urging importers of fine goods, bale and case goods, and cotton piece goods to arrange for each consignment on a single Bill of Lading to carry a single leading mark or to be marked with a coloured band or corner stripes.

Further details from the Institute's local office, 1 Old Hall Street, Liverpool 3 (Tel. 051-227 1234).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, MARCH 20

Presidential appointments

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked to list in detail those authorities, boards, commissions, councils, and other bodies to which the President appointed members, indicating the number of persons, full-time or part-time, that he appointed to each, and the salaries and expenses drawn by them from public funds. Mrs. Dunwoody said: 'The numbers exclude civil servants. Some members are reimbursed for travel and other expenses incurred and in some instances members receive some payment by way of compensation for loss of earnings; it is not the practice to disclose particulars of payments of this kind.'

See list in cols. 2 *and* 3.

Another question was asked: How many of the paid appointments made by the President, full- or part-time, to official bodies, were for a specific period only; how many were of indefinite duration; and what provision he made for removing his nominees if they failed in their duty but decline to resign. Mrs. Dunwoody said: 'The figures are 38 appointments for a specific period and one appointment of indefinite duration. In general we make no specific provision for removing nominees but in some instances there are statutory powers providing for vacation of office before the end of the appointed term.'

'The exact amount of time to be devoted to the work of the organization is not specified,' said Mrs. Dunwoody, answering another question on this subject, 'though informal discussions are held with prospective members about its scope and about the responsibilities which they will incur.'

Body	Numbers		Salaries or Fees
	Full-time	Part-time	
Consumer Council		11	Chairman, £1,000 p.a. 10 members, £500 p.a.
Council of Industrial Design		22	—
Scottish Committee of the Council of Industrial Design		17	—
Lifesaving Committee		15	—
Lifejacket Committee		1	—
Hearing Aid Council		12	—
Performing Right Tribunal		4	Four members, £15 15s. a day
Air Registration Board		2	—
Air Transport Licensing Board	2	7	Chairman, £5,750 p.a. Deputy Chairman, £4,000 p.a. Seven members, £18 18s. per daily session
British Overseas Airways Corporation	4	7	Chairman (part-time) £6,500 p.a. Deputy Chairman, £12,500 p.a. Three members, £7,700-£10,450 p.a. Six members (part-time), £1,000 p.a.
British European Airways Corporation	5	6	Chairman, £13,000 p.a. Deputy Chairman (part-time), £2,000 p.a. Four members, £7,700-£10,450 p.a. Five members (part-time), £1,000 p.a.
British Airports Authority	2	5	Chairman (part-time), £6,000 p.a. Deputy Chairman (part-time), £2,000 p.a. Chief Executive, £6,900 p.a. Financial Controller, £6,600 p.a. Three members (part-time), £1,000 p.a.
British Travel Association		9	—
Census of Production Advisory Committee		11	—
Census of Distribution Advisory Committee		14	—
Committee of Inquiry on Small Firms		4	—
Committee on Consumer Credit		9	—
Athlone Fellowship Management Committee		9	—
Committee to Examine British Patent System and Patent Law		9	—
Accountancy Advisory Committee		5	—
Regional Advisory Committees for Civil Aviation (6)		77	—
Commission on the Third London Airport		6	—
Standing Joint Committee on Private and Club Flying and Gliding		1	—
Inquiry into Precision Approach Radar		3	—
Air Traffic Control Board			Chairman, £21 a meeting
Cinematograph Films Council		22	Chairman, £600 p.a.
National Film Finance Corporation	1	5	—
British Film Fund Agency		3	—
British Tourist Authority		6	Chairman, £5,000 p.a. Four members, £1,000 p.a. One member, £750
English Tourist Board		7	Chairman, £4,000 p.a. Six members, £750 p.a.
British National Export Council and Area Committees		12	—
Working Group on Safety Appliances for Pleasure Yachts under 45 ft. in length		1	—
Steering Committee on the Safety of Merchant Seamen		1	—

MONDAY, MARCH 23

Imports of crude steel

Mrs. Dunwoody was asked to give figures for imports of crude steel in 1968 and 1969, respectively; and an estimate for the level of imports this year. She replied: 'In 1968 and 1969 respectively 1·9 and 2·1 million tons, including semi-finished and finished steel. I prefer not to venture an estimate for 1970.'

Parliamentary Answers on aviation and shipping

FRIDAY, MARCH 20

Beagle Aircraft Ltd.

A Member asked by what authority, arising out of the agreement between Beagle Aircraft (1968) Ltd., and the landlords, the company erected the buildings costing £131,000 on Shoreham Airport; why did they not seek to renew the lease when it expired in May 1969; and what action was now proposed to be taken in relation to these transactions. Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said: 'The Department authorized the original Beagle Company to proceed with the construction of the new assembly shop at Shoreham Airport in 1967; Beagle Aircraft (1968) Ltd., was not incorporated until July 1968. Beagle's lease at Shoreham does not expire until August 1970. Negotiations on a long-term lease were linked to plans for the provision of a hard runway and were deferred pending the outcome of the runway planning application. The liquidator is currently in negotiation with the landlords and prospective purchasers regarding the future use of the premises and it would not be helpful to comment further.'

MONDAY, MARCH 23

Passenger movements at Gatwick

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked, in view of the evidence of the British Airports Authority to the Roskill Commission at its third hearing, how many aircraft movements he estimated would occur at Gatwick in 1980; and how many air passengers he estimated would embark and disembark there in 1980.

'I now estimate that air traffic in the London area will be in the range of 45-65 million passengers and 400-550 thousand air transport movements,' replied Mr. Roberts. 'Within these totals, the traffic using Gatwick will depend, for example, on whether there is then a third London airport, the development of facilities at Gatwick, the extent to which development of air traffic control will have increased capacity at Heathrow and Gatwick and the amount of over-spill from Heathrow.'

British Airports Authority

A Member asked why only two of the seven members of the British Airports Authority were employed full-time; and how much attendance per annum the five part-time members of the Authority were required to put in. Mr. Roberts said that it was usual for some members of the Board of Nationalized Industries to be part-time. In this way persons with wide experience in various relevant fields were able to make their expertise available in running the industry. The

attendance of part-time members would vary with circumstances but must be sufficient for a proper discharge of the members' responsibilities.

Air operators' certificates

The following information was given by Mr. Roberts to a Member who asked how many air operators certificates had been withdrawn from operators in each of the years 1960 to 1969.

	Suspended	Revoked
1961	1	1
1962	Nil	1
1963	1	1
1964	1	Nil
1965	5	1
1966	2	3
1967	1	2
1968	1	4
1969	1	Nil

Civil Aviation Flying Unit

A Member asked what had been the staff target figure and actual staff number of the Civil Aviation Flying Unit in the years 1960 to 1969, Mr. Roberts said the total complement and strength of the Civil Aviation Flying Unit during the years 1960-1969 were as shown below. The complements and strengths of Flight Examiners, included in the totals, are shown in parentheses.

	Complement	Strength
December 31, 1960	77 (20)	69 (17)
December 31, 1961	81 (20)	77 (20)
December 31, 1962	86 (20)	80 (19)
December 31, 1963	105 (25)	98 (24)
December 31, 1964	110 (25)	103 (22)
December 31, 1965	120 (25)	110 (21)
December 31, 1966	138 (29)	123 (20)
December 31, 1967	144 (29)	137 (23)
December 31, 1969	146 (29)	144 (31)
December 31, 1969	158 (29)	145 (29)

Flight Operations Inspectorate

Asked what had been the staff target and the actual number of staff in each of the years from 1960 to 1969 for the Flight Operations Inspectorate, Mr. Roberts said that the complement and strength of inspectors in the Flight Operations Inspectorate from 1961 (when the Inspectorate was formed) to 1969 were as follows:

	Complement	Strength
December 31, 1961	17	14
December 31, 1962	22	19
December 31, 1963	22	20
December 31, 1964	22	17
December 31, 1965	22	18
December 31, 1966	33	21
December 31, 1967	33	31
December 31, 1968	34	28
December 31, 1969	34	31

Lifeboat design

Answering a Member who asked what consideration was being given to the proposal by Aberdeen County Council that there should be an independent investigation into lifeboat design. Mr. Roberts said: 'I am urgently considering the letter from the Aberdeen County Council concerning the life-boat disaster at Fraserburgh, and also the report by the Royal National Life-Boat Institution on the disaster. I hope to make a statement very shortly.'

Radio altimeters

Replying to a question on the introduction of radio altimeters as well as barometric ones in civil airliners registered in this country, Mr. Roberts said that the radio altimeter was a facility which was regarded primarily as an adjunct to other systems in approach and landing in low weather conditions. While it was not proposed at present to introduce legislation requiring the carriage of such equipment, he was advised by the Air Registration Board that they were unlikely to approve the installation of any automatic landing system in United Kingdom registered aircraft which did not include a radio altimeter.

Pilots of civil aircraft

Asked what were the regulations governing the number of pilots and co-pilots in civil aircraft registered in this country, Mr. Roberts said, that Article 15 of the Air Navigation Order, 1966, stated that the flight crew should be adequate in number and description to ensure the safety of the aircraft and of at least the number and description specified in the Certificate of Airworthiness. In addition any aircraft of maximum total weight authorized of 12,500 lbs. or more flying for the purpose of public transport was required to carry not less than two pilots as members of the flight crew. The Board might also direct that additional flight crew members be carried when it appears expedient to do so in the interests of safety.

Clear air turbulence detectors

A Member who asked if legislation would be introduced requiring the fitting of clear air turbulance detectors to civil aircraft registered in this country was told by Mr. Roberts that clear air turbulence detection equipment was as yet only at the research stage and it would therefore be premature to introduce legislation requiring its installation in British civil aircraft.

Collision avoidance systems

Answering a question on possible legislation requiring the fitting of collision avoidance systems in civil airliners registered in this country, Mr. Roberts said such legislation could not be considered before a system generally suitable for airline operational use had been developed.

Merchant Shipping Bill debate

Lord Brown, Minister of State, Board of Trade, spoke in the House of Lords debate on the second reading of the Merchant Shipping Bill.

Emergency landing instructions

Asked whether he would seek powers to instruct British registered and operated airlines to simplify their emergency landing instructions to passengers, Mr. Roberts said: 'No; adequate powers already exist under Article 22(3) of the Air Navigation Order 1966.'

Air Registration Board code of practices

Mr. Roberts was asked what progress had been made by the Air Registration Board towards publishing a detailed code of practices establishing minimum requirements for staff and facilities, including hangarage in an operator's organization. 'I am advised by the Air Registration Board that a draft code of practices has been prepared and is about to be circulated to interested parties for comment,' said Mr. Roberts. 'It is expected that the code will be published during 1970 for implementation in 1971.'

Fuel for jet aircraft

A Member asked if legislation would be introduced requiring all jet aircraft using British airports, whether they be registered in this country or abroad, not to use JP4 fuel. Mr. Roberts said British operators do not use JP4 fuel, save in exceptional circumstances. The use of this fuel by foreign operators using airports in this country is extremely limited and I do not consider that any legislative action is called for.'

Investigation of air crashes

A Member suggested that the International Civil Aviation Organization should in future be responsible for the investigation of all air crashes and incidents, that they should be given legal immunity for their investigation and its findings, and that they should state in detail the causes of such accidents and incidents. Mr. Roberts said: 'No. I do not consider that investigations should be divorced from Ministerial responsibility. I am satisfied that the accident investigation regulations in force and the reports submitted in accordance with them meet the requirements and spirit of Annex 13 to the Convention on International Civil Aviation and that the Annex ensures that executive responsibility for an investigation falls to the most appropriate national administration.'

TUESDAY, MARCH 24

Firemen's dispute

Mr. Roberts was asked what had been the total cash loss to public funds to date, under all headings, of the firemen's and other recent disputes, which now threatened the total shutdown of London's Heathrow Airport. Mr. Roberts said: 'It is not possible to give detailed authoritative figures at this stage. Rough estimates suggest that net income loss to the British Airports Authority, the Air Corporations and the Board of Trade is probably of the order of £½ million.'

WEDNESDAY, MARCH 25

Advantages of using Gatwick

Speaking about policy regarding the use of Gatwick Airport, London, for scheduled services Mr. Roberts told Parliament:

'British European Airways have informed the Board of Trade and the British Airports Authority of BEA's wish progressively to build up the number of their scheduled services flown from Gatwick Airport, London. In this BEA are influenced by the growing commercial attractiveness and operational desirability of expansion of services at Gatwick Airport and the growing congestion at Heathrow. BEA plan to start a limited number of day scheduled services at Gatwick in 1971 and under BEA's plans they should have achieved a substantial number of scheduled services at Gatwick by 1974. The Board of Trade and the BAA welcome BEA's intention.

'Heathrow is not yet saturated, but it is becoming progressively more difficult to accommodate additional flights, not only at the traditional peak hours. BEA's plans anticipate action which will have to be taken by other companies as well, during the next few years. The Board of Trade hope that others also will see the advantages of Gatwick, and plan ahead, as BEA are doing, and so minimize need for compulsory moves at a later date.

'Meanwhile, airlines serving London from abroad with scheduled services will not be compelled to use Gatwick. But newcomers to London must recognize that, if they choose to serve Heathrow in the first instance, they can have no guarantee of continued ability to use Heathrow. The strong advice to them, consistent with that to others, is therefore to establish services at Gatwick in the first instance.

'The volume of services that can be accommodated eventually at Gatwick will depend upon the scale of facilities and the protection of the environment. In particular these services will be without prejudice to any decisions that may be taken in respect of limitations of night jet movements. The BAA are already examining their future investment and development against the prospect of a very considerable expansion of traffic there, including the traffic arising from BEA's plans'.

Other Parliamentary Questions for March 25 will be published next week.

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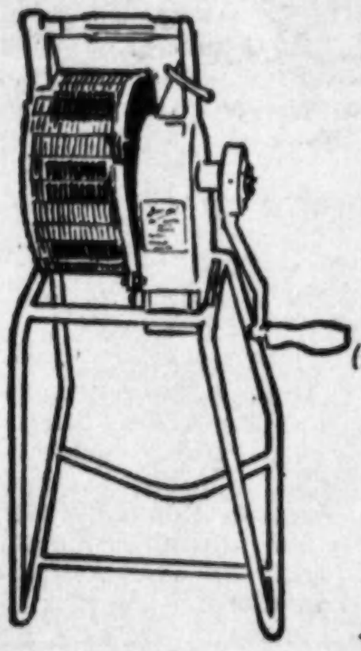

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
April 7-8	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. 0432 4366)

Austin Gipsys; Landrovers; fork lift trucks; pallet transport trucks; industrial tractors; Meadows and other generators; charging sets; machine tools; rangefinders; AR88 receiving sets; switchboards; battery chargers; welding outfits; generator test benches; rectifiers; tyres; electric cable; manilla and wire rope; electric lamps and bulbs; extending ladders; sirens and wailers; aircraft fuel pumps; helicopter equipment; sodium thiosulphate; small tools; fire extinguishers; metal pallets; aircraft and other cameras; exposure meters; films; levels; theodolites; clasp knives; avometers; bincoulars; watches; FURNITURE: 4 drawer filing cabinets; metal and wooden wardrobes; sideboards; fold flat and other chairs; CLOTHING: battledress; cold weather and other trousers; raincoats; greatcoats and other clothing; TEXTILES: webbing belts; scrap canvas; white and coloured blankets; rags and webbing; aircraft; wireless, MT signal and electrical spares; also large collection of miscellaneous stores.

April 15	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447)

Aircraft equipment and spares; industrial, electrical, electronic and engineering plant; machine tools; vehicle spares; a few vehicles; clothing, textiles and footwear including, trousers; blouses; kilts; greatcoats; raincoats; raincoat linings; combat clothing; boots and shoes etc.; surgical dressings; wire, sisal and manila rope; trailer mounted generators; binoculars; photographic equipment; electronic test equipment; scrap metals, etc.

May 5/7	Technical and miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Engineering plant and equipment; Austin Gipsy engines; Greenbat trucks; steam boilers; electric meters; electrical components; electric platform trucks; compressors with electric motors; Coventry Cub engines; centrifugal circulating pumps with motors; Singer & Jones sewing machines; 5 and 10-cwt. stackers; water piping; rectifier units on trolleys; battery chargers; 1½-ton beam runners with chain blocks; potentiometers; micrometers; large quantity medical stores; MACHINE TOOLS: including SS & SC centre lathes; pillar drills; bar type folding machine; welding sets; hydraulic press brake; 18 in. super shaper; 8 in. slotting machine; valve grinders; Denbigh fly press; spring testers, etc.; large quantities clothing; furniture; kitchenware and other miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only)

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
April 7	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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New Books

Four additional titles have just been published in the series of *Praeger Special Studies in International Economics and Development*, which is distributed in the United Kingdom by the Pall Mall Press. Two of the volumes contain the proceedings of conferences. **Quantitative Analysis in Public Finance,** edited by Alan T. Peacock. (279 pages. £6 5s.), was the theme of a conference for younger specialists in public finance held in conjunction with the 1968 annual meeting of the International Institute of Public Finance. The papers, dealing with such topics as the use of statistical measures to analyse the size of the public sector, the use of cost-benefit analysis in public finance, and measuring efficiency in government services, provide a conspectus of the opportunities for using quantitative analysis in public finance. The University of Chicago Graduate School of Business sponsored a conference on the foreign exchange market held at Ditchley Park in 1967, which was attended by academics interested in this market and practitioners from banks in several countries. The papers given there are published in **The International Market for Foreign Exchange,** edited by Robert Z. Aliber. (292 pages. £7 5s.) The volume is organized in three main parts. The first deals with the structure and unity of the market, and includes descriptions of the way the foreign exchange market is organized in nine countries, amongst them Great Britain. Part two focuses on the behaviour of participants in the market, and includes a paper on sterling in the decade 1957-1966. Part three deals with the organization of the market and the operations of central banks **External Public Borrowing: its Role in Economic Development,** by Kaj Areskoug. (153 pages. £6 5s.), is a revised version of a Columbia University Ph. D. dissertation. It covers all forms of public loans received by developing countries from abroad, relates them to general policy goals, and allows for their possible effect on the pattern of foreign trade and domestic expenditure. The author claims that the results of his study point to a need for international development assistance policies to be drastically re-assessed. *Bench Mark Studies on Agricultural Development in Latin America* undertaken under Ford Foundation sponsorship in Latin American countries during 1966 and 1967 are being published as a sub-series within the *International Economics and Development* series. **The Agricultural Development of Venezuela,** by Louis E. Heaton (348 pages. £6 5s.) is the fifth volume to appear. It includes factual and statistical information on changes in agricultural conditions in Venezuela during 1961-1965, and forecasts of agricultural development to 1975, as well as recommendations intended to lead to the achievement of higher rates in agricultural development.

Capital Formation and Economic Development in Mexico, by Joseph S. La Cascia. (210 pages. Published by Praeger. Distributed by Pall Mall Press. £6 5s.) The period covered by this study is 1910 to 1966, with particular emphasis on the years 1958 to 1966. Chapters on economic policy; planning for economic development; the public, private and foreign financial sectors; allocation of capital; capital formation and economic growth and development are included. A statistical appendix contains 71 tables derived from many sources, and covering various aspects of the Mexican economy, in most cases during the period 1950 to 1966. The volume is published in the series of *Praeger Special Studies in International Economics and Development.*

Computers play an ever increasing part in the routine of business and indirectly in people's lives. Comparatively speaking electronic computers are still new and we are only beginning to learn how to use them properly. Three books, published recently, set out to explain to the layman how computers function, what they can do, and something about the people who operate them. **Electronic Computers,** by S. H. Hollingdale and G. C. Tootill. 2nd edition. (377 pages. Penguin Books. 10s.) surveys the subject thoroughly. The authors have taken particular care with the specialist jargon of the subject, explaining each term as it occurs. **What Computers Can Do: a Guide for the Plain Man,** by M. J. Cooper. (121 pages. MacLaren and Sons. £1 15s.) complements the first title by placing greater emphasis on computer operations. The purpose of the book is to inform rather than teach and again attention has been given to the explanation of terminology. **The Computor People,** by Anne Denny Angus. (244 pages. Faber and Faber. £2 10s.) examines the roles and attitudes of people who operate computers. Unlike the authors of the preceding books Anne Denny Angus is not a specialist. Her purpose was to enter the computer world, find out what goes on, and determine the importance and potentialities of the computer.

Markets for Oriental Carpets. (3 volumes. UNCTAD/GATT International Trade Centre, Palais des Nations, 1211 Geneva 10, Switzerland. $5.00 per volume). These volumes survey the market for oriental carpets in the 15 countries which make up more than 85 per cent of the total market. Volume I gives a general survey of the industry and a survey of the market in the EEC countries. Volume II deals with the EFTA markets and Volume III deals with the North American and Australian markets.

Finance for the Non-Accountant, by L. E. Rockley. (255 pages. Business Books. £3 10s.) This book recognizes the need for a large number of managers in all walks of life to interpret and evaluate the language of the professional accountant without knowing the detailed disciplines of the accountant's operations. The author, who is Principal Lecturer in Accounting and Financial Analysis at the Lanchester College of Technology, Coventry, maintains that the most essential matter is for the manager to know how to use the returns and statements which result from account preparation. *Finance for the Non-Accountant* contains an analysis of the following subjects: the balance sheet, depreciation, determination of income, return on capital employed, planning and forecasting, accounts and company worth, break-even analysis, capital expenditure evaluation, the cost of captital, analysis of project returns, and risk and uncertainty. The book's final chapters contain new material on the appraisal of capital investment, a subject on which the author has undertaken considerable research. Each chapter contains a select bibliography, and a list of questions for discussion.

Purchasing in the Construction Industry, by Richard Dand and David Farmer. (223 pages. Gower Press. £3 15s.) Only in recent years has purchasing as a separate function become recognized in the construction industry as an essential management sector able to contribute to profitability. A 2½ per cent saving in purchasing means a 50 per cent improvement in profits for the average construction company. This book shows how to make this profit contribution through an efficient purchasing system, the text being specially commissioned and written for the construction industry. It provides detailed guidance on the main aspects of the purchasing function, which are: the best source of supply, the purchase of construction materials and plant, managing supplies work on site, and the organization and conduct of the purchasing function.

Bolton's Apportionment Tables. 2nd edition. (373 pages. Stevens. £2) On February 15, 1971, decimal currency becomes legal tender. This, the second edition of *Bolton*, therefore provides apportionment tables calculated according to the decimal system. The purpose of the tables is to provide a ready means of ascertaining the proportion of any yearly or half-yearly charge or rate to any given date. The figures in the tables have been generated and tabulated by a computer programmed by the National Computing Centre in Manchester. As in the first edition, the book is arranged for a financial year commencing on April 1, the days of the year appear in succession at the head of each page, from April 1 to March 31, and in reverse order from March 31 to April 1. Should any other financial year be required, the tables can easily be adapted by re-dating the book.

Other Publications

BEAMA ANNUAL REPORT 1969-1970. 20 pages. Available free from the Bristol Electrical and Allied Manufacturers' Association Ltd., 8 Leicester Street, London WC2.

BRITAIN 1970: AN OFFICIAL HANDBOOK. Central Office of Information. 522 pages. Available from HMSO at £1 12s. 6d., by post £1 17s.

DICTIONARY OF ECONOMIC TERMS, by Allan Gilpin. 2nd edition. 276 pages. Butterworths. 25s.

DIRECTORY TO THE FURNISHING TRADE 1970. Comprehensive Guide to Manufacturers, Manufacturers' Suppliers and Retailers. 455 pages. Published by Cabinet Maker & Retail Furnisher and Benn Brothers Ltd. £6 10s.

A GUIDE TO JOB ANALYSIS, by T. H. Boydell. 32 pages. British Association for Commercial and Industrial Education, 16 Park Crescent, London WIN 4AP. 25s. to non-members; 15s. to members.

INDUSTRIAL TECHNOLOGIES FOR DEVELOPING ECONOMIES, by Jack Baranson. *Praeger Special Studies in International Economics and Development*. 168 pages. Published by Praeger. Distributed by Pall Mall Press. £5 5s.

INTERNATIONAL MANPOWER DEVELOPMENT: A ROLE FOR PRIVATE ENTERPRISE IN FOREIGN ASSISTANCE, by Leon Weintraub. *Praeger Special Studies in International Economics and Development*. 135 pages. Published by *Praeger*. Distributed by Pall Mall Press. £4 5s.

INTRODUCTION TO THE THEORY AND CONTEXT OF ACCOUNTING, by Roy Sidebotham. 2nd edition. 212 pages. Pergamon Press. Hard cover £2; flex-cover £1 10s

NATIONAL READERSHIP SURVEY 1969. Vol. 4. READING FREQUENCY TABLES/GROUP PROBABILITIES OF READING. 51 pages. Vol. 5. DUPLICATION TABLES. 112 pages. Published by the Joint Industry Committee for National Readership Surveys, 44 Belgrave Square, London SW1. The cost of the 1969 Survey is £75 per set for the first copy and £30 per set for each additional copy (£65 and £30 to members of ISBA, and £50 and £20 to Contributors or IPA member-agencies).

PRICE EXPECTATION AND THE BEHAVIOUR OF THE PRICE LEVEL, by R. M. Solow. (Lecture given in the University of Manchester). 50 pages. Manchester University Press. 10s. 6d.

WORKBOOK OF COMMERCE WITH TEACHER'S NOTES, by Henry G. Hughes and John W. Loveridge. 213 pages. Butterworths. 20s.

WORKS MANAGEMENT IN PRACTICE, edited by R. R. Gilchrist. 216 pages. Published on behalf of the Institution of Works Managers by Heinemann. £2 2s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—

.. not available	r revised
- nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
	at 1963 prices		Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
			at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20.125	1966 11,372	1963 4,916	1963 1,055	1963 1.020	1963 944	1963 1.752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	120	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	141	146	143	160	–47	81	95
1969		123				103		135 p	144 p				206 p	–21 p	37
1968															
1st quarter	115	118	133	134	114	105	137	120	135	146	147	–74	–100	8	49
2nd quarter	113	119	133	131	109	102	135	120	133	149	144	61	24	23	1
3rd quarter	115	120	135	135	112	103	137	128	140	145	139	40	7	12	5
4th quarter	118	122	138	138	113	104	144	144	155	144	141	133	23	39	40
1969															
1st quarter	115	122	140	138	111	102	131	121	135	138	136	117	103	–14	13
2nd quarter	115	123 r	139	141	112	104	133	135	142	131	130	52	32	- 6	- 3
3rd quarter	117	123 r	141	143	113	103	137	142	151	133	132	–19	–24	- 9	- 1
4th quarter		124 r				103		144 p	148 p				95 p	8 p	28
1969															
September		122				103									
October		122 r				103									
November		125 r				104									
December		124				103									
1970															
January		123 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	–393
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	- 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	120	–322
1968	108	129	125·0	*4·7*	120·5	112·4	187·4	543	189	24,319	159	147	–309
1969	117 p	124 p	131·8	*5·4*	125·0	115·9	197·4	538	200		167	168	366
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	158	143	–113
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	158	139	–109
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	- 15
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	160	156	- 72
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	499	206	24,324	163	155	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	527	195		169	164	68
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	581	192		168	175	135
4th quarter	117 p	124 p	133·7	*5·1*	127·3	118·0	201·5	545	207		169	178	140
1970													
1st quarter								526 p	200 p				
1969													
September	116	131	132·2	*5·1*	126·4	117·0	198·8	580	199		166	178	
October	116 p	129 p	133·2	*5·4*	125·9	117·5	199·0	555	202		171	178	
November	117 p	124 p	133·5	*5·4*	127·5	117·9	200·7	536	206		168	179	
December	117 p	124 p	134·4	*4·7*	128·4	118·6	204·9	545	214		170	177	
1970													
January	120 p	126 p	135·5	*5·0*	128·8 p	119·3 p	206·1	530	206		167	182	
February			136·2	*4·9*	129·7 p	119·7 p	208·8	512	202		172 p	174 p	
March								536 p	192 p				

† Not seasonally adjusted. ‡ Including re-exports.

Trends in insurance companies' investment

This article brings to an end the quarterly series on trends in insurance companies' investment, published in the *Board of Trade Journal* since July 19, 1963. In future, the series will be published quarterly in the Business Monitor Series under the title 'Insurance Companies' and Private Pension Funds' Investment'. An annual article commenting on the pattern of investment during the year will however continue to be published in the *Board of Trade Journal*. Details of the cost and contents of the new Monitor appear on page 897 of this issue.

COMBINED NET INVESTMENT by insurance companies in the fourth quarter of 1969 at £209 million was £35 million (20 per cent) higher than in the previous quarter and 4 per cent higher than in the fourth quarter of 1968, when the net investment was £201 million.

The provision figure of investment for 1969 is £775·7 million (excluding agents' balances, reinsurance balances, etc.), £44 million (5 per cent) lower than the comparable 1968 figure. Final figures for 1969 will be shown in the next article.

Life funds

Net investment by life funds in the fourth quarter of 1969 was £168 million, £7·3 (4·5 per cent) more than in the previous quarter but nearly £19 million less than in the corresponding quarter of 1968. For the third quarter running funds were still taking advantage of the strong gilt-edged market. There was a net investment (of £37 million) in Government securities, with disinvestment in short-dated and undated securities being more than compensated for by heavy investment in long-dated securities.

There was a slight acceleration of the disinvestment which began in the first quarter of 1969 in United Kingdom local authority securities. Net investment in company securities at £47·2 million was £40 million above the very low level of the previous quarter, the investment being in ordinary shares and debentures accompanied by further disinvestment in preference shares.

Net investment of £34·7 million in mortgages and loans in the fourth quarter was £3 million lower than in the previous quarter. House purchase loans at £13·1 million were the lowest since the first quarter of 1968.

Conversely, investment in land, property and ground rents continued at the high rate of the previous quarters of the year, bringing the net investment for the year as a whole to £183 million, the highest figure since these statistics began.

Cash and other short-term assets were run down by £30·7 million from the high level of the previous quarter, with holdings of cash falling by £21·1 million. The remainder of the change is attributable to the disinvestment of £6·4 million in local authority bills from an investment of £14 million in the third quarter, and net investment of £5·6 million in other short-term assets from a disinvestment of £5·2 million in the third quarter.

Net investment in assets by insurance companies

£ million

Assets	Life Funds					General Funds				
	Net Investment 4th qtr., 1968	Net Investment 3rd qtr., 1969	4th quarter, 1969			Net Investment 4th qtr., 1968	Net Investment 3rd qtr., 1969	4th quarter, 1969		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
British government and government guaranteed securities:										
Period to maturity:										
Up to 5 years	- 1·1	-12·5	37·2	47·8	-10·6	0·7	-4·7	12·2	9·8	2·5
Over 5 and up to 10 years	- 1·2	-13·4	18·0	17·6	0·4	- 0·7	-1·0	4·4	3·6	0·8
Over 10 and up to 15 years	6·7	9·0	27·1	31·9	- 4·8	- 1·6	1·9	5·1	3·7	1·3
Over 15 years	- 3·8	57·9	176·3	119·3	57·0	1·8	7·8	11·2	8·7	2·6
Undated	-10·4	1·4	4·8	9·8	- 5·0	- 0·8	0·4	1·2	0·6	0·6
Total	- 9·8	42·3	263·4	226·4	37·0	- 0·6	4·4	34·1	26·4	7·8
United Kingdom local authorities etc., securities	1·4	- 6·2	8·4	14·7	- 6·3	- 0·8	-0·5	2·6	1·7	0·9
Company securities:										
Ordinary shares	39·3	28·2	102·3	65·8	36·4	9·3	5·2	35·3	25·2	10·1
Preference shares	-11·3	- 9·0	3·6	9·2	- 5·6	6·0	3·8	6·8	2·6	4·1
Debentures, etc.	56·9	-11·9	74·2	57·9	16·3	1·5	-2·2	6·9	6·8	—
Total	85·0	7·2	180·1	132·9	47·2	16·8	6·8	48·9	34·6	14·3
Other investments:										
Mortgages and loans:										
Home: House purchase loans	22·9	22·0	37·1	24·0	13·1	0·7	1·2	2·1	1·8	0·2
Other mortgages and loans	22·7	15·4	49·5	28·9	20·6	0·2	—	7·3	0·4	6·9
Overseas	- 0·1	0·5	1·6	0·6	1·0	0·1	—	—	—	—
Overseas government etc. securities	0·8	- 4·6	7·5	7·2	0·3	- 1·4	-0·2	3·9	4·2	-0·2
Land, property and ground rents	39·4	44·5	53·7	7·4	46·2	-10·3	-0·1	2·5	0·9	1·6
Other investments	0·6	0·4	0·6	0·1	0·4	- 0·1	—	0·2	0·2	—
Total	86·3	78·2	149·9	68·4	81·6	-10·7	0·9	16·0	7·6	8·5
Total of investments	162·9	121·5	601·8	442·3	159·5	4·7	11·5	101·7	70·3	31·4
			Balances					Balances		
			Sept. 30, 1969	Dec. 31, 1969				Sept. 30, 1969	Dec. 31, 1969	
Cash and other short-term assets:										
Cash in hand and with UK banks	12·6	30·4	47·7	56·9	9·3	12·0	8·9	68·3	74·8	6·5
UK local authority bills and temporary money	3·8	14·0	38·8	32·4	- 6·4	- 2·3	1·6	10·8	6·9	-4·0
Other short-term assets	7·5	- 5·2	28·3	33·9	5·6	- 0·3	-8·7	23·1	30·3	7·2
Total	24·0	39·2	114·8	123·2	8·5	9·3	1·8	102·2	112·0	9·8
Total net investment	186·8	160·7			168·0	14·0	13·3			41·2

— Nil or less than £·05 million.

General funds

In the fourth quarter of 1969 general funds showed their highest net investment (£41·2 million) since these statistics began. The most marked feature was the high level of net investment in company securities; at £14·3 million (£10·1 million in ordinary shares, £4·1 million in preference shares) it was more than twice the figure for the preceding quarter and the highest since the corresponding quarter of 1968. The investment in preference shares by general funds contrasts with the policy of life funds, where disinvestment in this type of security has been noticeable in recent quarters. Net investment in British Government securities amounted to £7·8 million and in other investments (mortgages, loans, land, etc.) to £8·5 million. Holdings of cash and other short-term assets at £9·8 million were £8 million higher than in the third quarter of 1969.

Note:

The statistics relate to the United Kingdom insurance companies and the Commonwealth life companies (in respect of their United Kingdom business), which are members of the British Insurance Association, and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Full definitions were given in the *Board of Trade Journal* of July 30, 1969 (page 294). The figures have been rounded and totals are not always equal to the sums of their components.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

Private pension funds in 1968: correction †

TABLE 2. Assets held by private pension funds 1965, 1966, 1967 and 1968: details for 1967 in respect of total assets and funds with total assets of over £25 million should read as follows:

£ million
(Percentage of total in italics)

	Funds with total assets of			
	Total assets		Over £25 million	
	1967		1967	
British government and government guaranteed securities	636·9	*17·1*	355·9	*16·8*
United Kingdom local authority securities	156·8	*4·2*	72·7	*3·4*
Total	793·6	*21·3*	428·6	*20·2*
Company securities:				
Ordinary shares	1,911·6	*51·4*	1,176·1	*55·6*
Preference shares	47·9	*1·3*	18·6	*0·9*
Debentures, etc.	600·8	*16·2*	292·6	*13·8*
Total	2,560·3	*68·9*	1,487·3	*70·3*
Other assets:				
Mortgages and loans	53·2	*1·4*	18·5	*0·9*
Overseas government, etc., securities	42·1	*1·1*	25·9	*1·2*
Property Unit Trust Units	—	—	—	—
Other investments	191·1	*5·2*	124·2	*5·9*
Total	286·4	*7·7*	168·6	*8·0*
Cash and other short-term assets, net	78·8	*2·1*	30·6	*1·5*
Total assets	3,719·1	*100·0*	2,115·1	*100·0*

(†) Published in the *Board of Trade Journal* of July 30, 1969.

£ million

Assets	Combined Funds					Net investment		
			4th quarter, 1969			Year 1969		
	Net Investment 4th qtr., 1968	Net Investment 3rd qtr., 1969	Assets Acquired	Assets Realized	Net Investment	Life Funds	General Funds	Combined Funds
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	- 0·4	-17·2	49·5	57·6	- 8·1	-37·7	- 0·1	-37·7
Over 5 and up to 10 years	- 1·9	-14·4	22·3	21·2	1·2	-21·2	- 5·2	-26·4
Over 10 and up to 15 years	5·2	10·9	32·2	35·6	- 3·5	21·2	- 1·1	20·2
Over 15 years	- 2·0	65·6	187·5	128·0	59·5	152·3	- 5·9	146·4
Undated	-11·2	1·8	6·0	10·4	- 4·4	4·9	- 0·6	4·3
Total	-10·4	46·7	297·5	252·8	44·7	119·7	-12·9	106·8
United Kingdom local authorities, etc., securities	0·6	- 6·7	11·0	16·4	- 5·4	-19·6	- 0·8	-20·5
Company securities:								
Ordinary shares	48·6	33·3	137·6	91·0	46·6	131·2	16·9	148·1
Preference shares	- 5·3	- 5·2	10·3	11·8	-1·5	-15·0	11·1	- 3·9
Debentures, etc.	58·5	-14·2	81·1	64·7	16·4	117·6	4·6	122·3
Total	101·8	14·0	229·0	167·5	61·5	233·8	32·7	266·5
Other investments:								
Mortgages and loans:								
Home: House purchase loans	23·6	23·3	39·1	25·8	13·3	79·9	2·6	82·5
Other mortgages and loans	22·9	15·4	56·8	29·4	27·5	108·0	6·7	114·7
Overseas	—	0·5	1·6	0·6	1·0	3·5	—	3·5
Overseas government, etc., securities	- 0·5	- 4·8	11·4	11·4	—	-11·4	- 1·2	-12·6
Land, property and ground rents	29·1	44·3	56·2	8·3	47·8	183·0	3·9	186·0
Other investments	0·5	0·4	0·8	0·4	0·4	1·5	0·1	1·6
Total	75·5	79·1	166·0	75·9	90·1	364·6	11·1	375·7
Total of investments	167·5	133·1	703·5	512·6	190·9	698·5	30·1	728·6
			Balances					
			Sept. 30., 1969	Dec. 31, 1969				
Cash and other short-term assets:								
Cash in hand and with UK banks	24·6	39·4	115·9	131·7	15·8	17·2	8·2	25·4
UK local authority bills and temporary money	1·5	15·6	49·6	39·3	-10·3	3·2	- 0·2	3·0
Other short-term assets	7·2	-14·0	51·5	64·2	12·7	14·2	4·5	18·8
Total	33·3	41·0	217·0	235·2	18·2	34·6	12·6	47·1
Total net investment	200·8	174·1			209·1	733·1	42·6	775·7 (†)

(†) Equals sum of quarterly net investment which excludes changes in agents balances, etc.; it, therefore, differs slightly from the total net investment for the year, including changes in agents balances, etc., which will be shown in the next article.
— = Nil or less than £·05 million.

Trends in private pension funds' investment

This article brings to an end the quarterly series on trends in private pension funds' investment, published in the *Board of Trade Journal* since July 26, 1963. In future, the series will be published quarterly in the Business Monitor series under the title 'Insurance Companies' and Private Pension Funds Investment'. An annual article commenting on the pattern of investment during the year will however continue to be published in the *Board of Trade Journal*. Details of the cost and contents of the new Monitor appear on the next page of this issue.

IN THE fourth quarter of 1969, total net investment by private pension funds at £66 million was £2·6 million lower than in the previous quarter and the lowest level of total net investment since the third quarter of 1968, possibly due in some part to uncertainties arising from the Government's new pension scheme. This fall in total net investment in the fourth quarter reverses the trend of recent years, when there has been a marked seasonal rise in net investment by private pension funds between the third and fourth quarters of the year. For 1969 as a whole total net investment at £277 million was 2 per cent below the level of 1968.

Investment in British Government securities, which was a marked feature of the third quarter of 1969, was again high in the fourth quarter and at £21·1 million reached the highest level since the comparable quarter of 1967, advantage still being taken of the strong gilt-edged market. As in the previous quarter, there was a preference for medium and long-dated securities, with net investment of nearly £34 million more than off-setting a disinvestment of nearly £13 million in short-dated and undated securities. There was also a continuation (although on a smaller scale) of the investment in United Kingdom local authority securities which began in the third quarter of 1969,

Net investment in assets by private pension funds (†)

£ million

	Net investment									Transactions					
			1968				1969			4th quarter, 1969			Year 1969		
	1967	1968	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	Assets Acquired	Assets Realized	Net Investment	Assets Acquired	Assets Realized	Net Investment
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	-14·7	-36·4	- 6·5	-1·2	-26·5	-2·1	-17·3	1·3	- 3·6	25·4	30·0	-4·6	75·3	99·5	-24·2
Over 5 and up to 10 years	7·7	- 7·7	- 1·2	1·1	- 5·5	-2·1	- 3·0	- 0·4	- 4·5	4·2	6·7	-2·5	18·2	28·6	-10·4
Over 10 and up to 15 years	-16·1	- 7·9	- 1·5	-0·9	- 5·2	-0·3	1·1	—	- 1·1	9·7	5·0	4·7	21·1	16·4	4·7
Over 15 years	56·5	36·9	- 7·1	8·9	40·7	-5·5	- 7·6	- 9·5	29·7	88·1	58·9	29·2	230·7	188·9	41·8
Undated	- 2·7	3·3	0·2	-0·4	0·1	3·5	0·4	7·6	- 4·9	1·4	7·1	-5·7	18·2	20·7	- 2·5
Total	30·6	-11·7	-16·1	7·4	3·6	-6·6	-26·4	- 1·0	15·7	128·8	107·7	21·1	363·5	354·1	9·4
United Kingdom local authority securities:															
Quoted:															
Period to maturity:															
Up to 10 years	-10·6	3·4	0·4	3·2	- 0·9	0·6	- 2·2	—	1·0	2·3	1·4	0·8	9·1	9·4	- 0·3
Over 10 and up to 15 years	0·1	4·0	- 0·1	0·1	4·2	-0·3	- 1·6	—	1·9	3·1	1·6	1·5	6·8	5·0	1·8
Over 15 years and undated	7·0	- 1·8	- 1·3	-0·2	0·1	-0·4	—	0·1	- 0·1	1·3	1·7	-0·3	8·4	8·7	- 0·3
Unquoted	1·9	- 2·2	0·4	-0·3	- 1·9	-0·3	1·5	- 2·9	0·6	1·0	2·2	-1·2	9·2	11·3	- 2·1
Total	- 1·6	3·4	- 0·5	2·8	1·6	-0·5	- 2·3	- 2·8	3·4	7·7	6·9	0·7	33·5	34·4	- 0·9
Total of public sector securities	29·0	- 8·3	-16·7	10·2	5·2	-7·1	-28·7	- 3·7	19·0	136·5	114·7	21·8	397·0	388·5	8·5
Company securities:															
Ordinary shares	122·0	167·0	45·9	40·1	46·6	34·3	30·0	20·4	14·4	82·6	64·1	18·5	340·1	256·9	83·2
Preference shares	- 2·8	-11·5	- 3·2	-1·1	- 1·6	-5·5	1·8	0·9	1·0	0·5	1·3	-0·8	9·0	6·1	2·9
Debentures, etc.	59·3	32·7	3·6	6·7	11·0	11·5	25·4	26·3	16·8	34·8	21·5	13·3	156·8	74·9	81·9
Total	178·5	188·2	46·3	45·7	56·0	40·3	57·1	47·6	32·3	117·8	86·8	31·0	505·9	337·9	168·0
Other investments:															
Mortgages and loans	0·8	- 0·6	- 2·7	1·1	1·3	-0·2	1·7	0·6	- 0·1	3·0	2·4	0·6	10·4	7·6	2·8
Overseas government, etc., securities	3·7	- 0·3	0·6	-0·4	- 0·7	0·2	0·3	0·4	- 0·5	0·9	1·7	-0·8	5·5	6·0	- 0·5
Property Unit Trust Units	—	25·6	5·4	6·1	7·1	6·6	5·6	6·2	5·4	3·8	0·1	3·7	21·1	0·1	21·0
Land, real property and ground rents	50·6	63·1	15·2	6·0	12·2	29·8	18·6	31·0	8·5	12·0	0·5	11·5	72·9	3·3	69·7
Other	0·9	—	—	—	0·1	—	—	—	1·7	0·1	—	0·1	2·1	0·4	1·7
Total	56·0	87·7	18·5	12·8	20·0	36·4	26·2	38·2	15·1	19·8	4·8	15·1	112·0	17·4	94·6
Total of investments	263·4	267·7	48·2	68·6	81·1	69·7	54·6	82·3	66·4	274·2	206·4	67·8	1,014·9	743·8	271·1
										Balances			Balances		
										Sept. 30, 1969	Dec. 31, 1969		Jan. 1, 1969	Dec. 31, 1969	
Short-term assets and liabilities:															
Cash in hand and with UK banks	- 7·8	1·1	- 5·0	0·5	1·8	3·8	0·5	8·2	- 8·0	46·7	47·3	0·6	46·0	47·3	1·3
UK local authority bills and temporary money	0·1	11·5	19·6	2·0	- 5·4	-4·7	15·8	-10·5	2·7	43·3	47·1	3·8	35·5	47·1	11·8
Other short-term assets	2·0	16·0	2·5	-0·2	- 0·1	13·9	- 2·9	2·2	- 2·5	34·4	36·1	1·7	37·6	36·1	- 1·5
Short-term liabilities (§)	- 1·3	-13·6	- 1·3	+2·3	-12·7	-1·9	- 1·3	- 6·3	+10·0	27·3	35·4	-8·1	29·7	35·4	- 5·7
Total	- 7·0	15·0	15·8	4·6	-16·5	11·1	12·1	- 6·6	2·2	96·9	95·1	-1·8	89·2	95·1	5·9
Total net investments	256·4	282·7	64·0	73·2	64·6	80·8	66·7	75·8	68·6			66·0			277·0

(†) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(§) An increase is indicated by a minus sign, a decrease by a plus sign.
— = Nil or less than £·05 million.

with net investment in medium and short-dated securities exceeding by £0·7 million the disinvestment in long-dated and unquoted securities.

Since the beginning of 1969 there has been a fall each quarter in the level of net investment in company securities, probably reflecting in some part the unsettled equity market and lower new issues. This downward trend continued in the fourth quarter when net investment at £31 million was £1·3 million (4 per cent) below the figure for the third quarter and £9·3 million (23 per cent) lower than in the comparable quarter of 1968. Net investment in ordinary shares in the fourth quarter was £4 million higher than in the previous quarter, but there was a disinvestment (of £0·8 million) in preference shares and net investment in debentures at £13·3 million was £3·5 million below the level of the third quarter.

Although the level of other investments (comprising in the main mortgages, Property Unit Trusts, land, etc.) at £15·1 million was unchanged in the fourth quarter, net investment in Property Unit Trusts at £3·7 million was £1·7 million (31 per cent) below the figure for the third quarter and net investment in land, real property and ground rent at £11·5 million was £3 million (35 per cent) higher than in the previous quarter.

Net short-term assets (i.e. assets less liabilities) fell by £1·8 million in the quarter under review. Cash balances rose by £0·6 million, holdings of United Kingdom local authority bills and temporary money by £3·8 million and other short-term assets by £1·7 million but these increases were outweighed by a rise of just over £8 million in short-term liabilities.

During 1969 as a whole there was renewed interest in public sector securities, with a turn-round from net disinvestment of £8·3 million in 1968 to net investment of £8·5 million in 1969. A strengthened gilt-edged market in the second half of the year may have been a contributory factor. Investment in company securities at £168 million was the lowest recorded since this series of statistics began in 1963, with net investment in ordinary shares at £83 million only half the figure for 1968. On the other hand investment in debentures at £82 million was 2½ times the figure for the previous year and the highest annual figure since 1966. Funds may have been left with debentures from unsuccessful issue which they had underwritten. Other investments rose over the year to £94·6 million, with increased interest in land, real property and ground rents. Total net cash and other short-term assets rose by £5·9 million.

Compared with past years, the share of company securities in total net investments fell to 61 per cent (1968 67 per cent; 1967 70 per cent). The proportion of ordinary shares fell to 30 per cent (1968 59 per cent; 1967 48 per cent).

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 30, 1969 (page 298).

HINTS TO BUSINESSMEN

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New companies registered in Northern Ireland

IN THE MONTH of February 1970 22 Private Companies with a total nominal capital of £97,300 were registered in Northern Ireland.

During the period January-February 1970 42 companies with a total nominal capital of almost £340,000 were registered as compared with 52 companies with a total nominal capital of almost £281,000 in the same period in 1969.

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Board of Trade Business Monitor— Insurance companies' and private pension funds' investment

STATISTICS on Insurance Companies and Private Pension Funds' Investment formerly published in the *Board of Trade Journal* are being incorporated into the Business Monitor series of publications. The series will be a quarterly one giving separate details of net investment in assets by insurance companies and private pension funds, supplemented annually by details of asset holdings.

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BSO-IMRA seminar on business statistics

A SEMINAR organized jointly by the Business Statistics Office and the London Section and Techniques Committee of the Industrial Marketing Research Association (IMRA) was held on October 31, 1969 at the Board of Trade, Victoria Street, London, S.W.1, to discuss 'Business Statistics and Information for the Manufacturing and Construction Industries." In the morning session, chaired by Professor C. Moser, CBE, Director of the Central Statistical Office and Head of the Government Statistical Service, an opening paper by Mr. D. M. Swan of ICI Fibres Ltd. outlined the statistics needed in industry and gaps which exist in the present framework of official statistics from the point of view of a market researcher. In reply, Mr. H. E. Browning, Deputy Director of the BSO, outlined the new system of industrial statistics and the underlying thoughts behind it, at the same time illustrating how these developments are designed to overcome some of the deficiencies which Mr. Swan found in current industrial statistics.

The chairman for the afternoon session was Dr. E. R. Wallsgrove, vice-chairman, Midland-Yorkshire Tar Distillers Ltd. Mr. M. C. Fessey, Director of the BSO, presented a paper dealing mainly with the longer term plans of the BSO and discussing some of the problems which will be met. Dr. F. T. Pearce of IMRA Techniques Committee replied by discussing the extent to which these projected changes would be in the direction that market researchers would wish them to be, particularly with regard to control data.

The proceedings of the seminar were recorded and are being published by IMRA [1]. This note summarizes the main papers and the points made in the discussions.

Mr. Swan's paper covered four main aspects. First, the need for statistical data by a firm such as ICI Fibres. Secondly, the extent to which official statistics have met that need and their defects. Thirdly, how the 'new look' in Government industrial statistics can cover these defects, and finally, what is required ideally. The main purposes for which official statistics are required are threefold. To form a basis for capacity planning; to monitor competition particularly of imported products and for deploying existing capacity. Demand is a function of both final demand (which is more important in the short-term) and inventory fluctuation and the problem is to tell how much of the demand is ephemeral, purely an inventory fluctuation, and how much is due to true demand. This is a national problem in that if suppliers knew that a fall-off in demand was not caused by the running down of stocks but a real fall in home demand, then more resources could be deployed to sell to export markets. Although in some cases official statistics have met needs fully, in other cases the record has only been fair and sometimes poor.

The paper went on to deal with the pre-new look industrial statistics. There were criticisms of the timing, coverage and the lack of quantity figures (as in some current *Business Monitors*) proposed. Statistics are wanted most of all to cover the growth areas, and it is vital that new areas of growth are quickly seized upon and represented in the classification in official statistics. Criticisms as regards coverage could presumably be answered in the sense that the Central Register is clearly designed to improve this. However, this should not be purely a mechanical recording. As in the monitoring of areas of growth, there is a need for close involvement by Government statisticians in the problems of a group of industries – personal not passive contact and the active courting of suppliers of statistics. Mr. Swan admitted that he was generalizing from ICI Fibres' own special case but they were always inclined to think in terms of physical quantities rather than value figures. Figures of salient features are required monthly rather than quarterly in a dynamic environment where the situation can change so quickly. In aiming at the ideal, Japan rather than the United States is the shining example.

Mr. Browning in reply to some of the points made by Mr. Swan in his paper, outlined the new system of industrial statistics. Previously a comprehensive census of all except the smallest firms in mining, manufacturing, the public utilities and construction had been conducted roughly every five years. Separately there have been a number of quarterly and monthly inquiries for certain industries. These short-period statistics have frequently differed a good deal in coverage and subject matter from the quinquennial censuses, often dealing with production rather than sales, orders, export production and sometimes inputs of materials. In general they have been inquiries about commodities rather than industries. In the new system there will be a series of quarterly, industry-based inquiries about goods which firms produce covering everybody except the smallest firms, i.e. those with less than 25 employees in most industries, but under 11 in a few where small firms are of particular importance in terms of the total output of the industry. The annual census will comprise the second component of the system, collecting aggregate information – totals of employment, wages and salaries, sales, purchases, stocks, capital expenditure and so on – covering the same units as the quarterly inquiries. The final component of the system will be the occasional – three or four-yearly perhaps – inquiries into materials purchased and other subjects covered from time to time in the old quinquennial censuses. A central register of businesses is necessary therefore if these three components are to be co-ordinated. Once set up, this can be kept up-to-date more reliably than hitherto by way of the continuous feedback from the inquiries themselves. It will also be possible to keep apace with new developments in industry than has been possible on the basis of a full conspectus of the whole field of activity once every five years. It is proposed to include all this information in a new series of quarterly publications and, possibly, in addition, other information relevant to the industry under review such as the latest index of production, import and export details, price information and so on. A coding system will be required for the publications for reference purposes, indicating such features as the standard classification, periodicity of the figures reported. the actual period covered and, where appropriate, the area covered. Later on the coding system may perhaps be adaptable to computer operation so that, when data banks have been created, the code can be used to obtain access to information stored there.

At the same time it must be kept in mind that the information will have to be obtained from a very large number of firms most of which are small and the majority of whom are not at present interested in statistics and are therefore slow to respond to inquiries. Response in this country is certainly a serious problem.

In the discussions that followed it was pointed out that while the main structure of statistics must meet Government needs – basically the aggregate data produced by the Census of Production and short-term economic indicators, the new system is being designed, in consultation with industry, to meet industry's specific requirements. Although interest in official statistics seems to be spreading the circulation of publications such as the *Business Monitors* remains relatively small. The Swedish and Canadian statistical services produced booklets to explain how the medium and smaller sized firms could use statistics and the Central Statistical Office in this country is embarking on a programme of visiting smaller firms up and down the country to build up examples of how statistics are used by such firms. There was a general acceptance that quarterly (rather than monthly) commodity figures are adequate. The delay in publishing statistics results from the time required to ensure an adequate response and that taken to process the returns and produce the results. The latter is at present about four weeks and it takes two months and more to get returns from industry; the aim is to reduce this latter period to four to six weeks. To achieve good response and thus produce reliable figures entails vigorous reminder follow-up action. Tolerably good response is always achieved but the time is often a disturbing factor. On the question of speed or accuracy, it was generally accepted that preliminary results (providing they are not basically unreliable) would be welcomed even if revisions were necessary at a later stage. Finally, in response to the suggestion that there could be a counterpart in the United Kingdom to the American Federal Statistics Users Conference which stems from industry, the seminar approved the idea but could not agree as to who should be responsible for such a conference in the United Kingdom.

Mr. Fessey presented the opening paper of the afternoon session.

(1) Available from: The Director, IMRA, Leomansley House, Lichfield, Staffs. (Tel. 054-32 3575). Price 10s.

He took as his text some points made in Dr. F. T. Pearce's pamphlet 'What Next in Statistics?' published in the IMRA Journal [2] and in particular four points. First, although there is an obvious demand for statistics by end use government statisticians are frequently told that this information cannot possibly be supplied. Secondly, the inadequacies of the units of measurement; the trade accounts sometimes have one unit while production statistics have another. If the units are not the right ones from industry's point of view then they must make this known through the machinery which exists – for example by making representations to the standing committee which provides for revisions to headings used in overseas trade statistics each year. Thirdly, that there should be co-ordination of the times at which the different figures are announced. In most cases this is incompatible with the demand for timeliness. Finally, quoting from the pamphlet:

> 'Industry should think seriously of the responsibility to provide or co-ordinate data which is destined for Government organizations, shifting this responsibility to those who have to use it.'

The Government Statistical Service welcomes this view and recognizes that a public relations problem is involved on both sides.

Turning to the longer term plans, Mr. Fessey raised the extremely difficult technical question of the reporting unit in the context of a co-ordinated set of production statistics. From discussions with a dozen of the very large firms it is clear that many undertakings would find it extremely difficult to produce detailed, comprehensive and congruent statistics for every heading for each factory. Where the detailed information of production, stocks and capital expenditure is not forthcoming from the firm for each individual factory the choice lies between accepting uncoordinated statistics (as in the past) or accepting co-ordinated statistics which will require a fair amount of estimation in order to allocate, say, net output to finely divided industry groups or geographical locations.

Turning to the Central Register, Mr. Fessey outlined the problems of the existing registers and then the problems of compiling a central register in the future. The BSO has a register of manufacturing establishments (about 137,000 addresses) which has been developed over the past 20 years by using information from many sources – trade journals about new factories and businesses; new companies from Companies Register at Company House in the City; the Stock Exchange and others. To compile registers for the wholesale trades, motor trades and catering, etc. is a formidable and costly undertaking. When all this has been done, at a tremendous cost in manpower, the register is still some way from being comprehensive. Under the 1969 Finance Act, Inland Revenue can provide the BSO with a list of 'pay-points' – addresses at which PAYE records for individual firms are held. From this point of entry there will then be the considerable task of writing to the pay points to get all the addresses administered by each pay point, finding out what their business is, and so on. This will be the basis of the Central Register in future. This exercise only covers those organizations large enough to employ people – it does not provide a point of entry to one man businesses. Consequently the next census of distribution will rely, as in 1961, on the census of population enumerators listing shops during their work in 1971. Mr. Fessey went on to invite views on what is meant by 'data banks'. Should they record all the information returned to each inquiry or should they be limited to the important series historically? Finally, Mr. Fessey mentioned the subject of control data – what confidence may be attached to published figures, in terms of coverage and in the statistical sense. Until there is a greater experience of these new figures the only control data, in this context, will be the percentage coverage (in terms of employment or number of returns for instance) of any particular inquiry.

Dr. Pearce in his paper began by saying that one reason for writing 'What Next in Statistics' was to help improve statistics by seeking a professional view on certain priorities. As his text he quoted from the pamphlet:

> 'If every industry perpetually asks for greater detail, but is not prepared to bear the cost of producing it, then this seems to me to be an unreasonable demand continuously to make of the Statistical Service. We may fairly ask them to go as far as possible in this direction to keep series under review, to produce adequate control data for surveys. Thereafter, however, if industry wants further marketing or other detail for its own purposes then it must use primary research to get it.'

On the question of the reporting unit Dr. Pearce said that all forms of analyses wherever they are carried out, by long-range planners, economists, corporate planners, market researchers and so on are really based on the decision making unit and consequently different types of information should be drawn from different levels in the multi-unit organizations. On the question of control data reference was made to a French publication reprinted in the IMRA Journal [3]. These studies distinguish between the 'unit of research' and the 'working unit.' Quoting from the publication:

> "This diversity of consumption . . . . of products makes it necessary to pass, during analysis and interpretation of results, from the unit of research to the working unit which is no longer the contacted firm but a consumed quantity of the product being studied.'

Control data is needed to make the transition. Whereas strict probability sampling has tended to be the achetype, in future there is likely to be more involvement in quota, purposive and even haphazard samples. Control data will be required to translate the information derived by these methods into a correct representtation of the universe. More generally, control data is used for a number of purposes – to verify or refute information; to minimize the heterogeneity faced when taking samples; to appraise the possible extent of sample bias (especially where non-response is a major factor); for grossing-up and also for field work control in order to force a quota sample into a representation of the universe. An important straw in the wind comes from control data provided in other systems. In the United States, the Bureau of the Census is setting up an internal central directory for use in its own surveys and is currently considering the legal and other steps necessary to establish an Industrial Directory of Federal Statistical Agencies. Working papers kindly provided by the Director of the Bureau are confidential but Dr. Pearce said that he had his permission to indicate that control data already included cover, *inter-alia*, such items as the industrial classification code, employment size class code, and company affiliation. In France the area occupied by the plant is specified and balance sheet analyses are asked for. Belgium specifies legal status electricity used, transport vehicles operated, employment by categories and divisions of the establishments by the United Nations Economic Activities. Japan specifies asset values, legal status, connection with other establishments and area occupied. Italy specifies regions and

(Continued on next page)

Far away places
are big markets.
Remember them!
Your overseas clients will appreciate 'Slaintheva' the Premium Scotch Whisky, made "personally" – for them.
Orders taken in the UK for delivery in many parts of the world.
Gifts sent to overseas clients are eligible for deduction as a business expense.
ANY NAME HAND INSCRIBED HERE
Duncan Barclay
SWIGS
Contact us for details immediately
SWIGS 17 STRATTON STREET, LONDON W.1
Telephone 01-629 3025/6

BSO—IMRA SEMINAR, *continued*

provinces, legal form, region and number of employees, number of producing units, usable power prime movers and generators, electric motors, labour force, hours of work and occupations. There is a movement afoot therefore to describe decision making units in a much wider sense than is currently the case in the United Kingdom. Dr. Pearce suggested that the first principles of economics – the factors of production, land, labour and capital should be the basic guide. Rateable value and carefully chosen key materials – electricty, water, steel, acids and so on – help demonstrate industry activity levels. The way that capital intensity operates can be seen partly through labour. More is required than figures of total numbers employed. How many are directly productive? How many are managerial and what are the occupations of those in the 'all other' categories? On the capital side, other countries take much on net assets, on the book value of fixed assets and on certain key items of equipment. The point about control data therefore is that it is actually an anlytical tool and does not merely establish the confidence that can be put in figures and their coverage. Finally, as a generalized answer to the question of what should go on the data banks, the plea was for significant control data. However, two types of control data need to be distinguished – general and specific. The general control data would, hopefully, be on the Central Register itself enabling a better understanding of the structure, trend and activity levels of the sectors under investigation and allowing ready access to it. The specific control data is more complex, highly detailed and of most value for specific industries. This control data would be held on departmental banks.

In the discussion that followed, the problem of the reporting unit was considered and the BSO illustrated some of the complexities and problems arising from the reporting unit to be adopted in the new system. Having discussed the subject with many large companies and the CBI, the BSO finds that neither the establishment nor the enterprise as a whole is the right level for collecting the whole range of production statistics. Figures can be collected at different levels but it does not follow that a complete picture is attainable of every or even one particular level. Two particular problems in this context are:

i. what is the output of the enterprise or establishment – total sales (which have a market value) or total make (production) which will include the making of intermediate products which are transferred internally and may therefore not have a market value?
ii. head office expenditure e.g. professional services, advertising, central computer facilities – any goods sold include a price element designed to offset this expenditure but is this evenly and proportionately distributed among each and every good sold or in the value of output of each establishment?

The definition of the reporting unit presents technical difficulties which accountants should not necessarily be expected to appreciate. Accountants who often complete statistical questionnaires cannot be expected to appreciate the technical difficulties of defining statistical reporting units, and it was generally agreed that if users and suppliers within the company were the same people this would create a better understanding of what is required and being supplied. Concerning data banks, their usefulness and commercial value may be limited if present confidentiality rules are preserved. In Canada and the United States for instance an indication of the size and location of undertakings is permitted, but not in the United Kingdom.

Maintaining the confidentiality of information relating to individual undertakings often results in the suppression of other information as well since the confidential information must be 'rolled up' or otherwise hidden.

Permission to publish in detail where disclosure would occur is always sought but up to 40 per cent of companies approached refuse to give their agreement. In the 1968 Census of Production, 20 per cent of the responders have refused permission for their names to be published as contributors to particular industry reports.

The seminar discussed the subject of compiling a guide to official statistics. A first but valuable step was the publication of Statistical News which gives a guide to developments in official statistics and the statistical service. The Government Statistical Service is considering the problem of producing a comprehensive guide and there are already certain publications which contribute to this end, notably the guides to statistics compiled by the EDCs; the 'Directory of Construction Statistics' compiled by Cynthia Cockburn and Michael Verstage for the Ministry of Public Building and Works (HMSO 1968) and the more detailed and extensive 'Inventory of Construction Statistics' produced under the direction of Professor Turin. Other examples of publications covering large fields are 'Sources of United Kingdom Marketing Information [4], 'Sources of Statistics'[5] and 'Statistics – Europe: Sources for market research[6]. In 1953, the Treasury produced a booklet 'Government Statistical Services' with a second edition in 1962 and some of the information it contained was brought up-to-date by the Central Statistical Office's 'List of principal statistical series available: I. economic statistics, II. financial statistics, III. regional statistics.' (HMSO 1965.)

(2) 'What Next in Statistics'– IMRA Journal, Volume 4, pages 138-149.
(3). IMRA Journal. Volume 5, Number 2, page 55.
(4). Sources of United Kingdom Marketing Information by Gordon Wills (Nelson 1969) sponsored by the Market Research Society.
(5). Sources of Statistics by Joan M. Harvey (Clive Bingley, London, 1969).
(6). Statistics – Europe: sources for market research by Joan M. Harvey (GBD Research Ltd., 1968).

Cinema admissions and takings in December

DURING DECEMBER 1969, counted as a five week period, the weekly average number of admissions to cinemas in Great Britain was 3.15 million, and the weekly average of gross box office takings was £0.89 million.

Average weekly admissions for the year 1969 were 4.21 million, nearly half a million lower than in 1968, while average weekly taking for the year were £1.12 million, slightly lower than in 1968 (£1.14 million).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 27, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Last Grenade	Br/E 34744	94	March 23	Cinerama International Releasing Organization	Locohore Ltd.
The Festival Game	Br/E 34745	48	March 23	Cinerama International Releasing Organization	Anthony Klinger Ltd.
Love Is A Splendid Illusion	Br/E 34749	85	March 24	Richard Schulman Entertainments Ltd.	Piccadilly Pictures Ltd.
Boomsville	Br/E 34751	11	March 24	Saxon Film Company Ltd.	National Film Board of Canada
Cosmic Zoom	Br/E 34752	8	March 24	" "	" "
The Cruise	Br/E 34753	9	March 24	" "	" "
North	Br/E 34754	15	March 24	" "	" "
The Quiet Racket	Br/E 34755	8	March 24	" "	" "
The Competitors	Br/E 34756	25	March 25	Warner-Pathe Distributors Ltd.	Spectator Films Ltd.
Movietone News 2129	Br/E 34657	7	March 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2129A	Br/E 34658	8	March 27	" "	
				FOREIGN	
A Man Called Adam	F 34741	90	March 23	Avco Embassy Pictures (UK) Ltd.	Trace Mark Productions.
Swedish Love Play	F 34742	90	March 23	Crispin Film Distributors Ltd.	Omega Film ab. Stockholm.
Hail, Hero	F 34743	88	March 23	Warner-Pathe Distributors Ltd.	Cinema Center Films.
Will You Lose Your Heart In San Francisco	F 34746	11	March 24	Twentieth Century-Fox Film Co. Ltd.	Qantas Airways Ltd.
Look Over Your Shoulder You'll Find Another London	F 34747	10	March 24	" "	" "
Should You Touch Up Your Suntan in Hawaii	F 34748	10	March 24	" "	" "
Gulliver's Travels Beyond The Moon	F 34750	85	March 24	Crispin Film Distributors Ltd.	Toei Company.

Exhibitions and Fairs

London spectacular to boost fashion exports

IN A fortnight's time buyers from all over the world will be looking at the new London line for autumn 1970 during the London Fashion Fortnight from April 13 to 24. The Clothing Export Council of Great Britain will be combining seven specialized exhibitions and spectacular events to produce 'the most exciting fashion presentation ever staged in London,' made up of the new collections of leading ready-to-wear manufacturers and young designers. Special travel arrangements and detailed itineraries for visiting buyers have been produced by CEC to ensure as wide an audience as possible for these promotions.

Kings Road Club

At Kings Road's Chelsea Town Hall 30 young fashion houses have created their own fashion discotheque exclusively for foreign buyers, called 'The Kings Road Club'. All visiting buyers from overseas automatically become members of the first 'all buyers discotheque' and fashion exhibition. This, say the Clothing Export Council, will be 'the most avant-garde fashion spectacular ever staged in Europe' – a major contribution to an export aim of £120 million this year, compared with £33 million in 1960.

Chelsea Town Hall, at the hub of the Kings Road, is a natural vantage point for this important fashion event as this area inspired the most important fashion changes in recent years. From the Kings Road came the mini, then the maxi, and now the midi – the keynote for the new collection is a return to 'style' and 'sophistication'.

Only foreign buyers and press will be able to become members of the 'Kings Road Club', giving them the opportunity of seeing at first hand the 30 young designers' look for autumn '70, as well as a special unisex design from each manufacturer. The Clothing Export Council will also be organizing subsidiary events throughout the Kings Road and Chelsea.

The full programme for the London Fashion Fortnight is as follows:

April 13-15	Top of the Form in Leather	London Hilton
April 18-21	Kings Road Club	Chelsea Town Hall
April 18-21	Top Coats and Rainwear Show	Celanese House
April 22-24	Fashion in Fur	Celanese House
April 19-21	AFD collections	Bloomsbury Centre
April 13-24	CEC marketing information on the latest fashion and resources	54 Grosvenor Street
Plus a special pre-LFF event:		
April 8-10	Boutique Knitwear Show	Celanese House

CHANGES IN PROGRAMME OF TRADE PROMOTIONS

Owing to printing difficulties, the monthly amendments to the Programme of Trade Promotions, due to be published this week, has had to be held over until April 8.

Ready-to-Wear Exhibition

Thirty-six 'star-studded' companies are associated with Associated Fashion Designers of London, to form what is unquestionably the largest and most powerful Ready-to-Wear Exhibition ever held in London. There is no doubt that this AFD exhibition will chalk up exports in millions of pounds rather than thousands, and foreign buyers visiting the exhibition will be able to see, under one roof, an excellent representation of some of Britain's finest manufacturers.

Top coats and furs

A Top Coat Show at Celanese House will provide the first-ever grouping of medium priced coat manufacturers, allowing buyers to see the leading brand names in British coats and rainwear. The exhibition will be housed in a re-creation of one of the world's most famous shopping haunts, the Burlington Arcade. Top selections from each manufacturer's range will be shown in a dramatic fashion spectacular, to be staged twice daily.

Following the top coat show there will be a presentation of real furs by members of the London Fur Fashion Export Group and other British furriers. The London ready-to-wear fur market has been revolutionized by a combination of bright, young design and traditional British craftsmanship. Good fashion furs at realistic prices have brought about a boom in the fur trade. Both shows will be produced by television choreographer Lionel Blair.

It all adds up, say the Clothing Export Council, to the biggest-ever promotion of London fashions – and one which it is hoped will push our fashion exports up even higher.

Success stories at Miami Boat Show

by D. Moore, Vice-Consul (Commercial), British Consulate, Miami

THE 29th Annual Miami International Boat Show was held at the Miami Beach Convention Hall from February 20 to 25. Some 17 acres of show space, including a large outside patio, were occupied by approximately 400 exhibitors who displayed boats, engines, electronic gear, marine accessories and hunting and fishing equipment. In fact, so heavy was the demand for participation that 40,000 more square feet of space was added in order to accommodate all the applicants.

For the first time in the history of the show a sailboat, a 'Morgan 54 Marauder' built by the Morgan Yacht Corporation of St. Petersburg, Florida, was selected as the show's flagship. This yacht, an ocean racer, was the largest of the 500 boats on display. Priced at $78,995 it was not the most expensive vessel; this honour went to a 53-foot Hatteras with a retail price of $165,000.

The Boat Show, which opened officially to the public on the evening of February 20, was preceded by a mini parade in which was included an automobile containing the Show Queen and her attendants, Scottish pipers, and by arrangement with local dealers, four British cars – a Rolls-Royce, a Rover and two Jaguars duly decorated with signs giving credit to the local representatives and welcoming the British boating industry to the show.

There were 16 British participants in the joint venture group, the majority of whom reported a great deal of interest in their products, plus worthwhile inquiries which were to be processed after the termination of the event, and success stories from a few who sold their craft and equipment and accessories directly off their stands.

The most successful exhibitor was Dell Quay Sales Ltd., Chichester, Sussex, who received firm sales amounting to $65,000, plus an order for at least a further 150 boats from their local representative. They were also able to appoint a new dealer in Venezuela and another in Puerto Rico.

Russell Marine sold a 'Puffin' for $276 and have 32 more expected sales. Pearson Brothers (England) Ltd. took orders for three boats, to be delivered off the stand, for a total of some $2,000. Off-Shore Yachts, who replaced Celtic Marine Ltd. prior to the opening of the Boat Show, sold a 'Halcyon' off the stand for some $498, and Richmond Marine also reported sales to the value of some $2,000.

Avon Rubber Co. Ltd. and Electronic Laboratories Ltd. took orders amounting to $1,000 and $27,000 respectively and Simpson-Lawrence sold all the equipment on their stand for a total of $3,000.

In addition to the British group, two other manufacturers in Great Britain were represented by their United States agents; these were Prout of England, who produce the 'Ranger' ocean-going catamarans, and Hurley Marine Ltd., whose cruising sloops were displayed by their New Jersey representative.

With the exception of an assortment of boat lights from Sweden and mooring floats from Norway, there appeared to be nothing else on display from foreign sources.

The total attendance was 266,891, some 15,000 above that for 1969, the majority of the figures being subscribed to by the paying public.

CENTROTEX

CZECHOSLOVAK TEXTILES IN LONDON

EXHIBITED From 8th—15th APRIL 1970

AT THE

COMMERCIAL SECTION,
CZECHOSLOVAK EMBASSY,
26 KENSINGTON PALACE GARDENS,
LONDON, W.8.

TEL: 01-727 5860 TELEX: 28276

THE APRIL LONDON EXHIBITION is organized by Centrotex in co-operation with their representatives: Mr. H. C. LORIE, Leeds, Messrs. LITTNER (Overseas) Ltd., London, EXICO Ltd., London, Messrs. HIGBEE, London, Messrs. F. S. PRINCE and Co. Ltd., London, HUNTERDALE AGENCIES, London, Messrs. DAVIES (Shippers) Ltd., London, and Mr. J. POISSON, London, and Messrs. R. R. BRESLEY & SONS, London. The exhibition will contain the selected specimens of Centrotex export programme.

CENTROTEX LTD. is, since 1948, the main representative of the Czechoslovak Textile Industry backed by more than a hundred years old tradition. Its export programme includes almost all the products of the Textile Industry and it also takes care of the import of all the necessary raw materials. With the help of its network of more than 300 representatives Centrotex is practically in contact with countries the world over.

Every year Centrotex participates in a number of International Fairs and organizes a number of exhibition including fashion shows.

There is now an almost traditional exchange of goods between Great Britain and Czechoslovakia.

In the wide and varied Centrotex export programme there are many items quite interesting for the British buyer such as tarpaulins with PVC impregnation, non-woven fabrics, modern and classical furnishing fabrics, blankets, fashionable corduroys, pinwales for ladies' ready-mades, terry goods in jacquard patterns and bright colours, linen coloured and fancy woven tablecloths, gent's cotton socks, handkerchiefs, ladies' polyamide lingerie and dresses in printed polyamide knits, various types of ready-made goods and last but not least tie materials in 100 per cent polyester.

EVERY YEAR THERE IS HELD IN PRAGUE THE CTX EXHIBITION, an extensive survey of the new Centrotex ranges which include the products of the Czechoslovak Cotton, Wool, Linen, Knitting and Garment Industries. This year "CTX 71" will be held from May 20 to 28, 1970. The annual CTX Presentations bring to Prague many business friends and prospective buyers interested in novelties from all over the world. Some of the Centrotex suppliers from abroad participate also in the Exhibitions especially in the fashion shows.

Joint venture terms for USSR specialized exhibitions (salons)

In 1968 the Soviet authorities introduced a new series of narrowly specialized exhibitions (generally known as 'salons') in addition to their major international exhibitions. The original concept of the 'salon' was that individual firms, from various countries, would be specifically invited to exhibit by the Soviet authorities. Several British firms have taken part on these terms, and many of them have done good business.

The Soviet authorities have now broadened the basis of these exhibitions, in that they will accept suggestions from the United Kingdom as to the firms which they should invite; and it has been found that such suggestions are treated sympathetically. In consequence, the Board of Trade can now consider offering joint venture terms to suitable groups of exhibitors.

It must be emphasized, however, that these exhibitions are highly specialized, and are attended only by the Soviet buyers, specialists and technicians in the field concerned (not by the general public). This makes it essential that Board of Trade support shall be confined to trade associations which will work closely with the Board throughout the particular project, and which will have a representative at the exhibition who is competent to take part in technical discussions concerning the particular sector of industry represented.

A list of forthcoming exhibitions is reproduced below. This includes also some exhibitions connected with international congresses, for which support can be offered on the same terms. Any trade association which feels that a group of its members might be interested in any of these exhibitions should contact Mr. R. H. Edmondson or Mr. J. R. Schaffer at Fairs & Promotions Branch, Board of Trade, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7208 and 7246). Any individual firm which is interested should contact its own trade association, and should also let Mr. Edmondson or Mr. Schaffer know that it is doing so.

Once a suitable group of firms emerges, and the trade association concerned has indicated that it will co-operate as outlined above, the Board of Trade will submit the list of firms to the Soviet authorities, suggesting that they be invited to exhibit. There is no guarantee that every firm sugested will be so invited; but if the Soviet authorities rule that the products of a particular firm are not suitable to the exhibition in question, there will be no commercial advantage in such a firm exhibiting.

Name of exhibition and products covered	Date	Place	Type of exhibition
Automatic equipment and systems for traffic control	September 25-October 6, 1970	Moscow, Zal. Shakhterov, Ul. Korolenko	Specialized exhibition
aEquipment for processing grapes jnd for the production of fruit duices and equipment for the soft rinks industry; equipment for horticulture	October 9-21, 1970	Kishinev	Specialized exhibition
X-ray instruments and apparatus (IX All-Union Conference of Radiologists and Roentgenologists)	October 19-25, 1970	Tbilisi	Congress exhibition
Modern means of mechanization and automation of postal communications	October 26-November 4, 1970	Moscow, Sokolniki Park	Specialized exhibition
Prosthetic-orthopaedic articles and equipment	October 26-November 4, 1970	Moscow, Sokolniki Park	Specialized exhibition
Modern geological survey equipment and instruments (including magnometers, radio-meters, gravity meters)	October 26-November 4, 1970	Moscow, Sokolniki Park	Specialized exhibition
Domestic equipment for passenger aircraft; modern ground passenger services; equipment for loading, unloading and transportation of goods in airports	March/April 1971	Moscow	Specialized exhibition
Equipment for producing illuminated signs (such as are used in advertisements) and examples of such signs	June 1971	Tbilisi	Specialized exhibition
International Conference on the Application of Synthetic Diamonds in Industry (Diamond Instruments)	June 1971	Kiev	Congress exhibition
Rolling stock	July 1971	Moscow, Scherbinka Station (Moscow Region)	Specialized exhibition
Equipment for underground tunnelling (including equipment for hydro-electric schemes, etc.)	July 1971	Erevan	Specialized exhibition
Modern park amusement equipment and theatre equipment	July/August 1971	Moscow, Izmailovsky Park or Gorki Park	Specialized exhibition
Foundry equipment (for mass production)	August 1971	Leningrad	Specialized exhibition

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

First appearance at Macropack

Visitors to the combined British exhibit (a joint venture between the Board of Trade and the Institute of Packaging) at the Worldpack-Macropack exhibition, to be held at Utrecht from April 22-29, will see the first public appearance of the new Weighpack automatic net weighing machine type WP-60, designed for handling all hardware components in net weights of up to 60 lb. and to a length of 6 inches. The machine has a special self-controlled, self-orientating feed and flexure weight system. Its controls utilize solid state circuitry throughout.

The machine has been developed and is manufactured by Weighpack Ltd., of Redditch, Worcs., and is an extension of their range of automatic net weighing machines.

First-timer at United States Foundry Show

Planned primarily for the United States market, the latest improved version of their RMB 10 sand muller is to be shown for the first time by Richards Structural Steel Co. Ltd., of Leicester at the American Foundrymens Society's Foundry Exposition which opens at Cleveland, Ohio, on April 6.

Known as the RMB 10 Mark II this redesigned muller has a charge weight capacity of 750 lb. It incorporates four-blade ploughing, to intensify and speed the sand-mixing process to reduce the time cycle of operations by nearly one-third. This means a substantial reduction in operating costs per ton of mixed sand per hour.

Electronic calculators at Hanover

Sumlock Comptometetr Ltd., will exhibit three versions of its successful Anita 1000 IC range of electronic calculaltors at this year's Hanover Trade Fair (April 25-May 3) in a joint venture between the Board of Trade and the Business Equipment Trade Association. One of these is being exhibited at Hanover for the first time: the Anita 1011 this year joins the Anita 1000 and Anita 1010, which were introduced at the Hanover Fair last year.

Bid for stacker crane control orders in Italy

Emi automation is making a strong bid for orders for stacker crane control systems in Italy. At the Milan International Trade Fair, April 14 to 25, the company's advanced crane control systems are being demonstrated on the stand of Pianelli and Traversa, one of the leading mechanical handling organizations in Europe.

A floor-mounted EMI control console will be operating a Pianelli and Traversa single-aisle stacker crane. Single-load, single-unload, dual-cycle, and store-shift functions will be demonstrated by the system.

Major Czech order at autumn fashion show

John White Footwear's largest single order at the Autumn Shoes Exhibition at the Russell Hotel, London (March 15 to 18) came from Czechoslovakia – for five styles of men's footwear totalling 4,500 pairs. The order is the largest received by John White from that country. Deliveries of all styles are to be completed by the end of June.

Other export orders, and sample requests, came from Bulgarian, Swedish, Danish, Canadian and Icelandic customers. Mr. Peter Joseph, the newly appointed export sales manager, says it was the busiest Autumn Shoes Exhibition he has yet attended.

BabyChic goes to Cologne

For the first time, BabyChic Ltd. will be taking part in the International Fair for the Child in Cologne from April 17-19. Both BabyChic for babies from birth to four years, and Stretchini fashion co-ordinates for girls up to 12 years will be shown.

The Board of Trade is collaborating with the British Nursery Goods Association and the National Children's Wear Association in presenting joint ventures at this event.

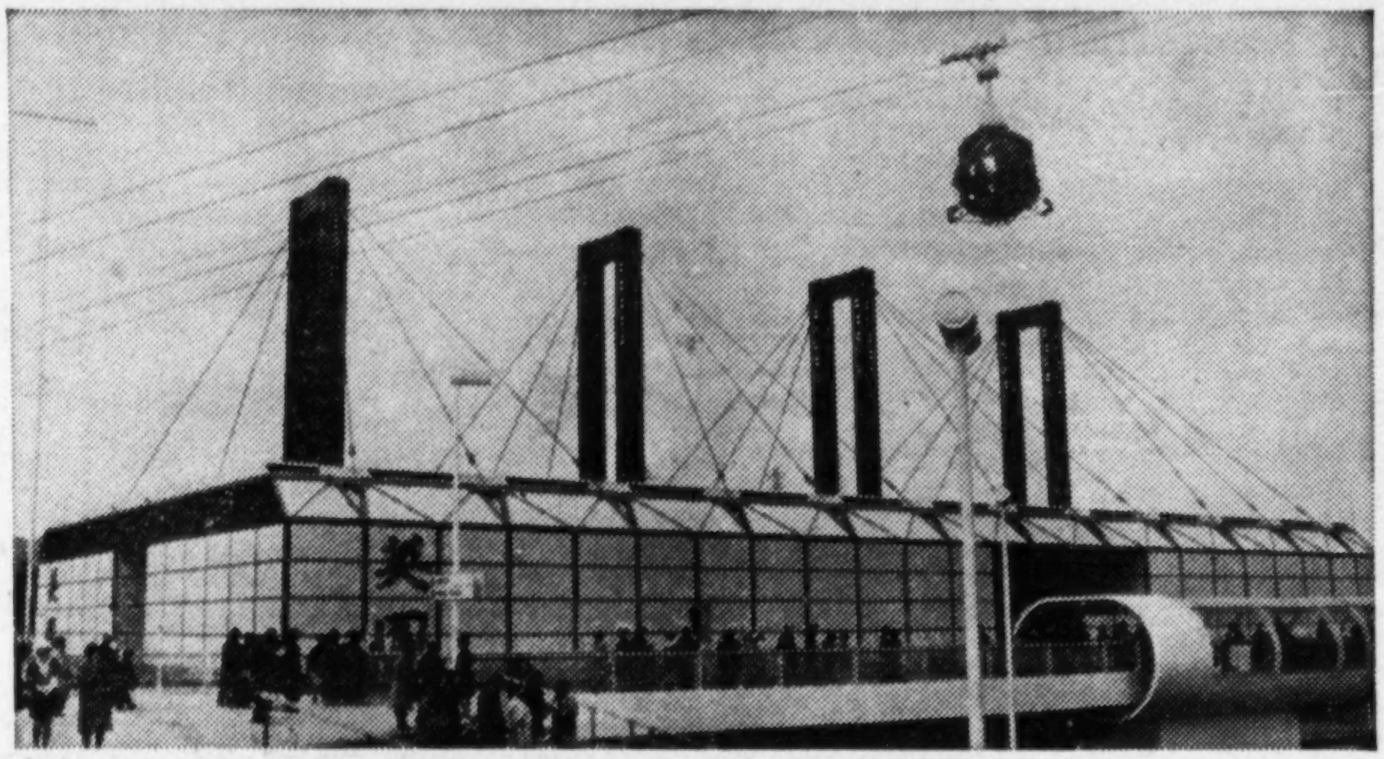
Two new solenoids

Two new solenoids, specially designed for hydraulic valve application, will be exhibited for the first time by Westool Ltd., of Bishop Auckland, at the Hanover Fair. The company's participation is under the auspices of a Board of Trade joint venture with BEAMA.

The solenoids are totally enclosed and have plungers which run on bearings giving particularly long life.

A new miniature solenoid will also be shown for the first time primarily designed for application in business machines.

Also newly introduced will be a unit for detecting ferrous and non-ferrous metals designed for applications in the metalworking, machine tool and packaging industries.



The British Pavilion at Expo 70, Osaka. Visitors enter the covered 'moving street' which transports them around the exposition. Above is a gondola carrying other visitors for an overhead tour of the Japan World Exposition. The British Government Pavilion is organized by the Central Office of Information on behalf of the Foreign and Commonwealth Office. In the first seven days of the exhibition it was visited by more than 256,000 people and is attracting 16 per cent of the daily attendance figure.

California trade drive gathers momentum

THE BRITISH NATIONAL EXPORT COUNCIL has announced that Britain's push to sell more to California is getting well under way, with scores of companies taking part in 15 trade missions and an equal number of Californian trade shows this year. In addition, BNEC-United States announces the creation of 13 product groups for next year's British Week in San Francisco, plus specialized teams to boost sales of industrial products.

Representatives of 19 British firms visited 100 Californian plants this spring in the second West Coast mission organized by BNEC's Aerospace and Electronics Capital Goods Committee. A new group set up by BNEC is designed to encourage computer software sales in the United States, where the market is growing at an astronomical 600 per cent a year.

Surveys of California's industrial needs are being made by the Trade Drive team based in Los Angeles and fed back to Lord Rootes' BNEC-United States Committee in London for dissemination to industry. In response to a BNEC questionnaire, 3,500 firms have expressed interest in new selling initiatives in California. A new computerized BNEC address service will channel relevant information to companies.

No firm is being encouraged to enter the Californian market unless the management feels confident that they can meet rigorous demands of quality, delivery and service. Companies which already have a sales foothold in the eastern United States or Mid West are urged by BNEC to take advantage of the special travel inducements to California.

Preliminary investigations indicate the range of opportunities for British industrial products. The market in California for machine tools is already well charted: the primary customers are the great West Coast aerospace firms or sub-contracting companies. At present the United States aerospace industry is going through a difficult phase, but BNEC points out that in a five year sales drive, now is the time to prepare the ground for the next cyclical recovery.

Machine tools in Los Angeles

This spring, eight machine tool manufacturers including Jones and Shipman Ltd., Rank Precision Industries and Staveley Machine Tools Ltd. exhibited at the WESTEC exhibition in Los Angeles under the auspices of the Machine Tools Trades Association.

In addition to machine tools and disposable tools (the latter are used in vast quantities in the United States) BNEC and the Board of Trade are probing the market in California for telecommunications, mechanical engineering products, and pumps and compressors. Other areas include refuse disposal, ball and roller bearings, desalination and insulated wire and cable.

Californian agriculture is highly mechanized and very big business, and is constantly looking for new methods and new machines – or even unsophisticated, standard products with a competitive price advantage. Accordingly, British firms already selling farm equipment elsewhere in the United States could well find new outlets in the West.

Of the 15 trade missions already scheduled for California this year, two are sponsored by the BNEC Apparel Group for British Week San Francisco, October 1971. Other British Week product groups already active include antiques and fine arts, carpets and floor coverings, consumer durables, glass and pottery, food and drink, footwear, giftware, sports and leisure goods and smokers' accessories.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
TS 23 2 NF.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY.
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77611.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue.
Southend-on-Sea, Essex. SS 2 6 DU.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

NORTHERN IRELAND. A similar scheme is operative in Northern Ireland. Inquiries should be addressed to Ministry of Commerce, 21 Linenhall Street, Belfast, BT2, 8BY.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Bulgaria and Cyprus

A NEW FIVE YEAR Trade and Payments Agreement between the governments of Bulgaria and Cyprus, covering the period January 1, 1970 to December 31, 1974, was signed at Nicosia on February 24, 1970.

The value of goods to be exchanged during the period January 1, 1970, until December 31, 1970, is £800,000 in each direction.

Copies of the lists of goods to be exchanged may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472 and 473).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Italy, Turkey and Canada have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

One of the many consignments of Sprite caravans en route for Switzerland. Sprite Ltd., who claim to be the largest single manufacturer of caravans in the world, produce 23,000 caravans per year, and export 50 per cent of these overseas to many countries, including France, Austria, Germany, Italy, Portugal, Morocco, Cyprus, Sweden, Canada and the United States.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 55/70

ALGERIAN RADIO & TELEVISION AUTHORITY:
*50s. (In French.) Television Production and Transmission Equipment. (Further Information.) E.S.B. 53769/70/J.

ARGENTINA

Bulletin 57/70

OBRAS SANITARIAS DE LA NACION:
*2s. (In Spanish.) Construction of Clarifiers, Filters, Coagulant Factory, and Complementary Buildings. (Further Information.) E.S.B. 53588/70/J.
SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:
31s. and 34s. respectively. (In Spanish.) Fuses and Street Lamps. (Further Information.) E.S.B. 54171/70/J.

Bulletin 58/70

ELECTRICIDAD DE MISIONES:
Construction of Transformer Stations. May 12. E.S.B. 54627/70/J.
Cable, Construction of Power Line. May 12. E.S.B. 54626/70/J.
FERROCARRILES ARGENTINOS:
Wagon Bodies. April 21. E.S.B. 54625/70/J.

AUSTRALIA

Bulletin 55/70

STATE ELECTRICITY COMMISSION OF VICTORIA:
*20s. Relays. April 20. E.S.B. 54288/70/J.
*33s. Circuit Reclosers and Sectionalizers. April 20. E.S.B. 54291/70/J.

Bulletin 56/70

DEPARTMENT OF CIVIL AVIATION:
Generating Plant. April 21. E.S.B. 54368/70/J.
SNOWY MOUNTAINS HYDRO-ELECTRIC AUTHORITY:
*92s. Control and Data Logging Equipment. May 6. E.S.B. 54380/70/J.

Bulletin 57/70

OVERSEAS TELECOMMUNICATIONS COMMISSION (AUSTRALIA):
*84s. Electronic Data Processing Equipment. April 27 E.S.B. 54382/70/J.
METROPOLITAN WATER SEWAGE AND DRAINAGE BOARD:
*76s. Pumping Units. April 28. E.S.B. 54385/70/J.
*67s. Water Valves. April 21. E.S.B. 54386/70/J.
*56s. Valve and Equipment. April 14. E.S.B. 54497/70/J
IRRIGATION AND WATER SUPPLY COMMISSION:
Valves, Pipe Specials. May 4. E.S.B. 54492/70/J.
SNOWY MOUNTAINS HYDRO-ELECTRIC AUTHORITY:
*19s. Earthing Switches. April 22. E.S.B. 54388/70/J.
ELECTRICITY COMMISSION OF NEW SOUTH WALES:
Circuit Breakers, Transformers. April 20. E.S.B. 54496/70/J.

Bulletin 58/70

NORTHERN RIVERINA COUNTY COUNCIL:
Transformer. April 27. E.S.B. 54581/70/J.
HYDRO-ELECTRIC COMMISSION OF TASMANIA
Valves. April 20. E.S.B. 54617/70/J.

BELGIUM

Bulletin 56/70

SHAPE:
*Teletype Paper Winders. May 5. E.S.B. 54362/70/J.

BERLIN

Bulletin 58/70

LOCAL AUTHORITY:
Furniture, Sports Equipment, Electric Lights, Crockery, Cutlery, Syringes, Stationery. Closing date not stated. E.S.B. 54525/70/J.

BRAZIL

Bulletin 56/70

AMAZONAS STATE BIDDING COMMISSION:
*5s. (In Portuguese.) Caesium; Cobalt and X-ray Equipment, Radium Cylinder. (Further information) E.S.B. 53350/70/J.

BURMA

Bulletin 56/70

PORT OF RANGOON MANAGEMENT BOARD:
*3s. Hand Tools. April 23. E.S.B. 54454/70/J.
MINERAL DEVELOPMENT CORPORATION:
*13s. Construction of Stores. April 15. E.S.B. 54448/70/J.

Bulletin 57/70

*3s. Vee Belts. April 15. E.S.B. 54447/70/J.
*12s. Construction Stores. April 15. E.S.B. 54446/70/J.
PORT OF RANGOON MANAGEMENT BOARD:
*4s. Machine Tools, Hand Tools. April 23. E.S.B. 54455/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. Chemicals. April 10. E.S.B. 54433/70/J.
*4s. Steel Wire Rope. April 10. E.S.B. 54444/70/J.
*3s. Surveying Instruments and Equipment. April 18. E.S.B. 54451/70/J.
*3s. Boots; Helmets. April 18. E.S.B. 54453/70/J.
*3s. Dumper Truck. April 18. E.S.B. 54450/70/J.
*3s. Lamps. April 18. E.S.B. 54460/70/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
*Construction of Brewery. July 2. E.S.B. 54445/70/J.
UNION OF BURMA RAILWAY BOARD:
*Rolling Stock Equipment. April 27. E.S.B. 54419/70/J and E.S.B. 54421/70/J.
*Railway Rolling Stock Parts. April 27 and 28. E.S.B. 54420/70/J and E.S.B. 54423/70/J.
*Hard Board. April 28. E.S.B. 54530/70/J.
*Railway Carriage Fittings. April 24. E.S.B. 54422/70/J.

Bulletin 58/70

Railway Carriage Fittings. April 27. E.S.B. /70/J.
*Crane. April 27. E.S.B. 54531/70/J.

CEYLON

Bulletin 56/70

EASTERN PAPER MILLS:
*8s. Pulp for Paper Making. (Further Information.) E.S.B. 54212/70/J.
*6s. Rosin Size. (Further Information.) E.S.B. 54215/70/J.
CEYLON ELECTRICITY BOARD:
*3s. Air Conditioning Plants. (Further Information.) E.S.B. 54211/70/J.
DEPARTMENT OF HEALTH:
X-ray Apparatus. (Further Information.) E.S.B. 53525/70/J.

Bulletin 57/70

MINISTRY OF FINANCE:
Aluminium Alloy Sheets. May 12. E.S.B. 54459/70/J.
CEYLON TRANSPORT BOARD:
Radiator Cores. May 6. E.S.B. 54457/70/J.
MILK BOARD:
Food Flavouring Essences and Colouring. April 23. E.S.B. 54456/70/J.

COLUMBIA

Bulletin 55/70

CORPORACION AUTONOMA REGINAL DEL CAUCA:
Electrical Equipment. May 12. E.S.B. 54287/70/J.

Bulletin 56/70

EASTERN PAPER MILLS:
*6s. Soda Ash. (Further Information.) E.S.B. 54213/70/J.
*8s. Sulphate Pulp. (Further Information.) E.S.B. 54214/70/J.

COSTA RICA

Bulletin 55/70

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (Press notice.) Ventilators. May 6. E.S.B. 54245/70/J.
*25s. (In Spanish.) Telephone Traffic Measuring Equipment. May 4. E.S.B. 54246/70/J.
*37s. (In Spanish.) Radio Link Measuring Instruments. May 5. E.S.B. 54247/70/J.

Bulletin 56/70

*1s. (In Spanish.) Concrete Spraying Machines. April 29. E.S.B. 54391/70/J.
*1s. (Press Notice in Spanish.) Pneumatic Loaders. April 27. E.S.B. 54407/70/J.
*1s. (In Spanish.) Aftercoolers. April 28. E.S.B. 54408/70/J.

Bulletin 58/70

JUNTA DE PROTECCION SOCIAL DE SAN JOSE:
*10s. (In Spanish.) Teletherapy Unit. (Advance Information.) E.S.B. 54520/70/J.

EL SALVADOR

Bulletin 57/70

COMISION EJECUTIVA PORTUARIA AUTONOMA:
*Port Handling Equipment. April 16. (Further Information.) E.S.B. 53417/70/J.

ETHIOPIA

Bulletin 55/70

CENTRAL MEDICAL STORES CORPORATION:
Medical Supplies, Insecticides, Germicides. April 30. E.S.B. 54301/70/J.

HONG KONG

Bulletin 57/70

CENTRAL TENDER BOARD:
*10s. Cast Iron Joints. April 17. E.S.B. 54513/70/J.
*13s. Pipe Fittings. April 17. E.S.B. 54514/70/J.

INDIA

Bulletin 55/70

BHABHA ATOMIC RESEARCH CENTRE:
Boring Machine. April 13. E.S.B. 54233/70/J.
Steel Plates. April 13. E.S.B. 54234/70/J.

Bulletin 56/70

HINDUSTAN COPPER LTD.:
*1s. (Tender Notice.) Furnace. April 30. E.S.B. 54395/70/J.
BEAS PURCHASE ORGANIZATION:
*Surveying Equipment. (Further Information.) E.S.B. 53298/70/J.
MINISTRY OF RAILWAYS:
Diesel Power Packs. May 27. E.S.B. 54394/70/J.
INDIA SUPPLY MISSION:
Rank Presses. May 18. E.S.B. 53472/70/J.

Bulletin 57/70

BHARAT HEAVY ELECTRICALS LTD.:
*3s. Air Filters. April 14. E.S.B. 54508/70/J.
MINISTRY OF RAILWAYS:
*24s. Axles (Further Information.) E.S.B. 53586/70/J.
HINDUSTAN SHIPYARD LTD.:
Rheostat. May 21. E.S.B. 54495/70/J.
Fire Extinguishing Plant and Equipment. May 14. E.S.B. 54494/70/J.
Arc Welding Equipment. May 20. E.S.B. 54493/70/J.

IRAN

Bulletin 55/70

IRANIAN STATE RAILWAYS:
*20s. Cranes. (Further Information.) E.S.B. 52833/70/J.

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IRAQI PORTS ADMINISTRATION:
*4s. Manilla and Nylon Ropes. (Further Information.) E.S.B. 54064/70/J.
*4s. Welding Sets. (Further Information.) E.S.B. 54065/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*Electrical Overhead Lines Materials. (Further Information.) E.S.B. 53820/70/J.

Bulletin 57/70

*76s. Water Supply Scheme Extension. (Further Information.) E.S.B. 53818/70/J.
*49s. Water Supply Scheme Extension. (Further Information.) E.S.B. 53819/70/J.
Water Supply Scheme. June 4. E.S.B. 54502/70/J.
MINISTRY OF DEFENCE:
*2s. Mobile Cinema. May 3. E.S.B. 54480/70/J.
*2s. Uniform Badges and Equipment, Clothing, Footwear. May 6. E.S.B. 54481/70/J.
STATE ORGANIZATION OF INDUSTRY:
Paper Chromoboard. April 14. E.S.B. 54507/70/J.
ASBESTOS INDUSTRIES CO. (NATIONALIZED):
Hydraulic oil System. April 30. E.S.B. 54506/70/J.
DIRECTORATE-GENERAL OF CANE SUGAR ADMINISTRATION:
Chemicals. April 26. E.S.B. 54505/70/J.
DAIRY ADMINISTRATION:
*2s. Food Processing Equipment. April 15. E.S.B. 54483/70/J.

IRISH REPUBLIC

Bulletin 56/70

DEPARTMENT OF EDUCATION:
Prefabricated Classrooms. Closing date not known. E.S.B. 54392/70/J.
WATERFORD CORPORATION:
Construction of Embankment. April 23. E.S.B. 54393/70/J.

KENYA

Bulletin 56/70

MINISTRY OF WORKS:
Tractors. April 13. E.S.B. 54364/70/J.

KOREA

etin 57/70

OFFICE OF SUPPLY:
49s. Diesel Electric Locomotives. (Further Information.) E.S.B. 53702/70/J.

KUWAIT

Bulletin 57/70

KUWAIT UNIVERSITY:
Electronic Accounting Equipment and Associated Items. April 20. E.S.B. 54348/70/J.

LEBANON

Bulletin 56/70

LA REGIE LIBANAISE DES TABACS:
*3s. (In French.) Cigarette Paper. May 13. E.S.B. 54410/70/J.

MALAWI

Bulletin 55/70

MEDICAL BUYING BOARD:
*12s. Surgical Instruments. April 30. E.S.B. 54222/70/J.

MALAGASY REPUBLIC

Bulletin 56/70

MINISTERE DES AFFAIRES SOCIALES:
*2s. (In French.) Hospital Equipment and Furniture. July 3. E.S.B. 54379/70/J.

MALTA

Bulletin 55/70

TREASURY:
*Drilling Machines, Milling Machines. April 16. E.S.B. 54344/70/J.

Bulletin 56/70

*Testing and Tensioning Equipment; Jack. April 16. E.S.B. 54345/70/J.
Typewriters. April 16. E.S.B. 54346/70/J.
Mattresses. April 16. E.S.B. 54347/70/J.

Bulletin 57/70

*Crate Washing Machine. April 16. E.S.B. 54536/70/J.

MEXICO

COMISION FEDERAL DE ELECTRICIDAD

Bulletin 57/70

*Turbo Generators. May 1. E.S.B. 54475/70/J.
*Hydraulic Turbine. April 30. E.S.B. 54476/70/J.
*Batteries and Chargers. April 22. E.S.B. 54477/70/J.
*22s. (In Spanish.) Disconnecting Switches. April 14. E.S.B. 54478/70/J.

MOZAMBIQUE

Bulletin 55/70

PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Telephone Workshop and Building Materials. April 23. E.S.B. 54285/70/J.
Vehicle Spare Parts. April 28. E.S.B. 54279/70/J.
Electrical and Automotive Equipment. April 20. E.S.B. 54278/70/J.
*4s. (In Portuguese.) Aircraft Spare Parts. May 4. E.S.B. 54277/70/J.
Illuminations for Railway Yards and Mineral Deposits. May 1. E.S.B. 54276/70/J.
Automotive Equipment; Building Materials. April 30. E.S.B. 54280/70/J.
Vehicle Spare Parts. April 27. E.S.B. 54283/70/J.
Vehicle Spare Parts. May 1. E.S.B. 54284/70/J.
Tractor Spare Parts. May 5. E.S.B. 54286/70/J.
Aircraft Spare Parts. May 4. E.S.B. 54277/70/J.

NETHERLANDS

Bulletin 55/70

DIRECTORATE OF WATERWAYS:
Road Maintenance. April 14. E.S.B. 54300/70/J.

Bulletin 57/70

HEADQUARTERS, ALLIED FORCES CENTRAL EUROPE:
*Vehicles. April 30. E.S.B. 54405/70/J and 54406/70/J.

NEW ZEALAND

Bulletin 55/70

STORES MANAGER, NEW ZEALAND FOREST SERVICE:
*3s. Ammonium Sulphamate. April 16. E.S.B. 54296/70/J.
SECRETARY, HOSPITAL BOARD:
*84s. Surgical Dressings and Appliances. May 15. E.S.B. 54297/70/J.
POST OFFICE HEADQUARTERS:
*4s. Transformers. April 17. E.S.B. 54293/70/J.
*4s. Power Supplies. April 16. E.S.B. 54294/70/J.
AUCKLAND HOSPITAL BOARD:
Textiles. May 15. E.S.B. 54295/70/J.

Bulletin 56/70

NEW ZEALAND FOREST SERVICE:
*14s. Radiotelephones. April 22. E.S.B. 54363/70/J.
NEW ZEALAND RAILWAYS:
*8s. Axles. April 29. E.S.B. 54298/70/J.
*8s. Wheel Centres. April 29. E.S.B. 54299/70/J.
AUCKLAND HOSPITAL BOARD:
*1s. X-ray Unit. April 22. E.S.B. 54365/70/J.
*1s. X-ray Equipment. April 22. E.S.B. 54366/70/J.

PAKISTAN

Bulletin 55/70

DIRECTORATE OF INDUSTRIES AND COMMERCE:
*3s. Drawing Compasses. May 20. E.S.B. 54196/70/J.
*3s. Vehicles. May 11. E.S.B. 54188/70/J.
*3s. Valve Spring Tester. May 12. E.S.B. 54189/70/J.
*3s. Bottles. May 27. E.S.B. 54202/70/J.
*3s. Laboratory Equipment. May 26. E.S.B. 54201/70/J.

Bulletin 57/70

WATER SUPPLY AND SEWAGE AUTHORITY:
*50s. Water Meters and Appurtenances. (Further Information.) E.S.B. 53620/70/J.
DIRECTORATE OF SUPPLY:
*10s. Drawing Instruments, Workshop Equipment. April 13. E.S.B. 54491/70/J.

Bulletin 58/70

DIRECTOR OF PURCHASES, CAPITAL DEVELOPMENT AUTHORITY:
Vehicle Spare Parts. April 16 and 30. E.S.B. 54601/70/J

PARAGUAY

Bulletin 58/70

ADMINISTRACION NACIONAL DE ELECTRICIDAD:
Sub-station Equipment. (Advance Information.) E.S.B. 54523/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 55/70

PUBLIC UTILITIES BOARD:
*36s. Meters. (Further Information.) E.S.B. 54047/70/J
*11s. Gas Meters. (Further Information.) E.S.B. 54178/70/J.

Bulletin 56/70

Cable. April 7. (This tender is now cancelled.) E.S.B. 54177/70/J.

Bulletin 58/70

Platform Scale. April 21. E.S.B. 54331/70/J.

SOUTH AFRICA

Bulletin 56/70

NATAL PROVINCIAL ADMINISTRATION:
*12s. Intensive Care and Monitoring Unit. April 15. E.S.B. 54270/70/J.
*13s. X-ray Equipment. April 15. E.S.B. 54269/70/J.

Bulletin 57/70

STATE TENDER BOARD:
*11s. Tunnel Loaders. April 16. E.S.B. 54326/70/J.
*11s. Laboratory Equipment. April 13. E.S.B. 54322/70/J.
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION LTD.:
*Gas Cleaning Plant and Ancillary Equipment. July 6. E.S.B. 54467/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 57/70

MINISTRY OF HEALTH:
Micro Film and X-ray Units, Autoclaves and Microscopes. April 13. E.S.B. 54464/70/J.
Ophthalmic Instruments. April 13. E.S.B. 54465/70/J.
GENERAL ORGANIZATION OF EUPHRATES PROJECT:
Wire and Wireless Equipment. May 21. E.S.B. 54466/70/J.

Bulletin 58/70

GENERAL PETROLEUM COMPANY:
Generating Units. May 16. E.S.B. 54561/70/J.

TAIWAN

Bulletin 56/70

CENTRAL TRUST OF CHINA:
*2s. Container Transfer Equipment. April 20. E.S.B 54356/70/J.
*3s. Pipe Fittings; Valves. April 17. E.S.B. 54361/70/J.
*3s. Volt Converter. April 17. E.S.B. 54369/70/J.
*2s. Abrasives. April 17. E.S.B. 54354/70/J.
*4s. Refrigerating Compressor. May 11. E.S.B. 54266/70/J.
*8s. Diesel Truck Chassis. May 12. E.S.B. 54314/70/J.
*2s. Electric Hot Quenching and Tempering Salt Bath. April 17. E.S.B. 54359/70/J.
*4s. Rail Tester. May 12. E.S.B. 54267/70/J.
*3s. Aluminium Nickel Alloy. May 11. E.S.B. 54265/70/J.
*4s. Meter, Dielectric Test Set. April 18. E.S.B. 54355/70/J.
*2s. Valves. April 20. E.S.B. 54358/70/J.
*1s. Welding Electrode. April 20. E.S.B. 54360/70/J.
*4s. Nylon Rope. May 8. E.S.B. 54357/70/J.
*4s. Steel Pipe, Tubes and Elbows. April 21. E.S.B. 54315/70/J.

Bulletin 58/70

*1s. Warfarin. April 13. E.S.B. 54544/70/J.
*2s. Combined Harvester. April 13. E.S.B. 54545/70/J.
*1s. Flow Meter. April 13. E.S.B. 54546/70/J.
Cement. April 17. E.S.B. 54549/70/J.
*6s. Pipes, Tubes and Fittings. May 7. E.S.B. 54554/70/J.
*4s. Signalling System Equipment. April 17. E.S.B. 54461/70/J.
*4s. Circuit Block Test Set. April 16. E.S.B. 54595/70/J.
*7s. Steel Plates and Heads. April 22. E.S.B. 54550/70/J.

TANZANIA

Bulletin 58/70

CENTRAL TENDER BOARD:
*3s. Steel Pipes, Valves and Fittings. May 7. E.S.B. 54611/70/J.

THAILAND

Bulletin 55/70

ELECTRICITY GENERATING AUTHORITY OF THAILAND:
Cranes; Equalizer Beam; Draft Tube Gates. May 22 E.S.B. 54255/70/J.
STATE RAILWAYS OF THAILAND:
Bearing Box and Axle Box. April 27. E.S.B. 54252/70/J.
THAILAND TOBACCO MONOPOLY:
Tipping Paper. April 16. E.S.B. 54253/70/J.
Cigarette Filter Rods. April 17. E.S.B. 54254/70/J.
WEAVING ORGANIZATION:
Heat Setting Equipment. April 15. E.S.B. 54030/70/J.

Bulletin 56/70

METROPOLITAN ELECTRICITY AUTHORITY:
*15s. Cable Installation. April 24. E.S.B. 54260/70/J.
ELECTRICITY GENERATING AUTHORITY OF THAILAND:
Construction of Transmission Line. Closing date not known. (Advance Information.) E.S.B. 54256/70/J.

Bulletin 57/70

METROPOLITAN ELECTRICITY AUTHORITY:
*15s. Aluminium Conductor. May 11. E.S.B. 54499/70/J.
WEAVING ORGANIZATION:
Wire. April 16. E.S.B. 54568/00/J.

Bulletin 58/70

METROPOLITAN ELECTRICITY AUTHORITY:
*15s. Fuse Cut-outs. May 8. E.S.B. 54323/70/J.

(*Continued on next page*)

OVERSEAS IMPORTERS NAMES & ADDRESSES

Unique list of approx. 80,000 overseas importers typed on 5" x 3" cards, sorted into countries and including S.I.C. (types of goods imported) on each card.

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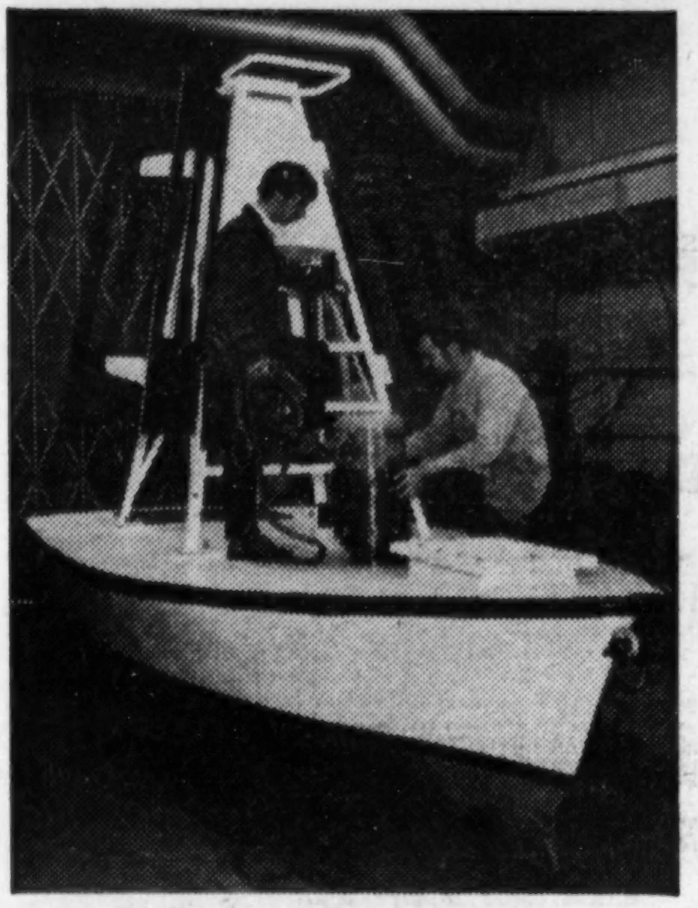

Engineers at Stone-Platt Crawley Ltd. preparing to fit a ZF 25 zenithal lantern on a new design of 14ft. GRP dinghy float for marking channels where there is a fast tidal stream. The lantern has a clear glass dome to provide upward light for vessels passing close to. These dinghies and a 10ft. version with xenon flasher are being sold in North America by Stone-Chance Ltd., Scarborough, Ontario.

TUNISIA

Bulletin 58/70

L'OFFICE DES PORTS NATIONAUX TUNISIENS:
***1s. (In French.) Construction of a Grain Wharf. May 1. (Pre-qualification.) E.S.B. 54336/70/J.**

TURKEY

Bulletin 56/70

GROUND FORCES COMMAND:
***26s. Printing Equipment and Supplies. May 15. E.S.B. 54238/70/J.**
NAVAL FORCES COMMAND:
***14s. Fire Hoses. May 6. E.S.B. 54239/70/J.**

Bulletin 57/70

STATE RAILWAYS ADMINISTRATION:
***Overhead Line Equipment and Hardware. April 15. E.S.B. 54237/70/J.**

UNITES STATES OF AMERICA

Bulletin 55/70

UNITED STATES DEPARTMENT OF THE INTERIOR:
Pumping Units. (Advance Information.) E.S.B. 54229/70/J.
Pump Turbine Governors. (Advance Information.) E.S.B. 54228/70/J.
Hydraulic Gate Hoists. (Advance Information.) E.S.B. 54227/70/J.
Wheel Mounted Dates. (Advance Information.) E.S.B. 54226/70/J.
Gantry Crane. (Advance Information.) E.S.B. 54210/70/J.
Bus Structure, Isolated Phase. (Advance Information.) E.S.B. 54209/70/J.
Motor Generators. (Advance Information.) E.S.B. 54208/70/J.

Bulletin 57/70

***Water Pollution Control Systems. April 30. E.S.B. 54383/70/J.**

URUGUAY

Bulletin 57/70

ADMINISTRACION NACIONAL DE PUERTOS:
***10s. (In Spanish.) Slings and Pallets. May 4. E.S.B 54599/70/J.**

Bulletin 58/70

ANCAP:
***(In Spanish.) Machine Tools. April 23. (Advance Information.) E.S.B. 18277/70/J.**

ADMINISTRACION NACIONAL DE PUERTOS:
***8s. (In Spanish.) Railway Wagons. April 28. E.S.B 54567/70/J.**

VIETNAM

Bulletin 55/70

INDUSTRIAL DEVELOPMENT CENTRE:
***20s. Straw Board Manufacturing Plant. April 30. E.S.B. 54203/70/J.**

YUGOSLAVIA

Balletin 55/70

SEKTOR ZA RAZOOJ:
***8s. (In Serbo-Croat.) Bottle Washing, Filling, Labelling, etc., Equipment. (Further Information.) E.S.B. 53376/70/J.**

Bulletin 56/70

TEKIG-INVEST:
***1s. Textile Machinery. June 5. E.S.B. 54274/70/J.**
METALKA IMPORT-EXPORT:
***1s. Gas Production Machinery. Closing date not stated* E.S.B. 54271/70/J.**
ENTERPRISE MAKEDONIJAKOOP EXPORT-IMPORT:
***1s. (Press cutting.) Poultry Farm Equipment. June 5. E.S.B. 54273/70/J.**
TEHNOMETAL-EXPORT-IMPORT NOVI SAD:
***(Press cutting.) Food Machinery. June 5. E.S.B. 54310/70/J.**
TEKIG-INVEST:
***1s. (Press cutting.) Textile Machinery. June 5. E.S.B. 54313/70/J and 54272/70/J.**
MEDJUMURSKA TRIKOTAZA:
***1s. Hosiery and Knitwear Machinery. June 5. E.S.B. 54309/70/J.**
PRVA ISKRA-BARIC:
***1s. Plastics Working Machinery. June 5. E.S.B. 54312/70/J.**
ENTERPRISE MAKEDONIJAKOOP, EXPORT-IMPORT
***1s. (Presscutting) Poultry Farm Equipment. June 5 E.S.B. 54273/70/J.**
MASINO IMPEX:
***1s. Textile Machine. June 5. E.S.B. 54311/70/J.**
***1s. Textile Equipment. Closing date not stated. E.S.B. 54275/70/J.**

ZAMBIA

Bulletin 57/70

CENTRAL SUPPLY AND TENDER BOARD:
***11s. Pharmaceuticals. May 8. E.S.B. 54468/70/J.**
***4s. Methylated Spirits, Alcohol. May 8. E.S.B. 54469/70/J.**
***3s. Crutches. May 8. E.S.B. 54470/70/J.**

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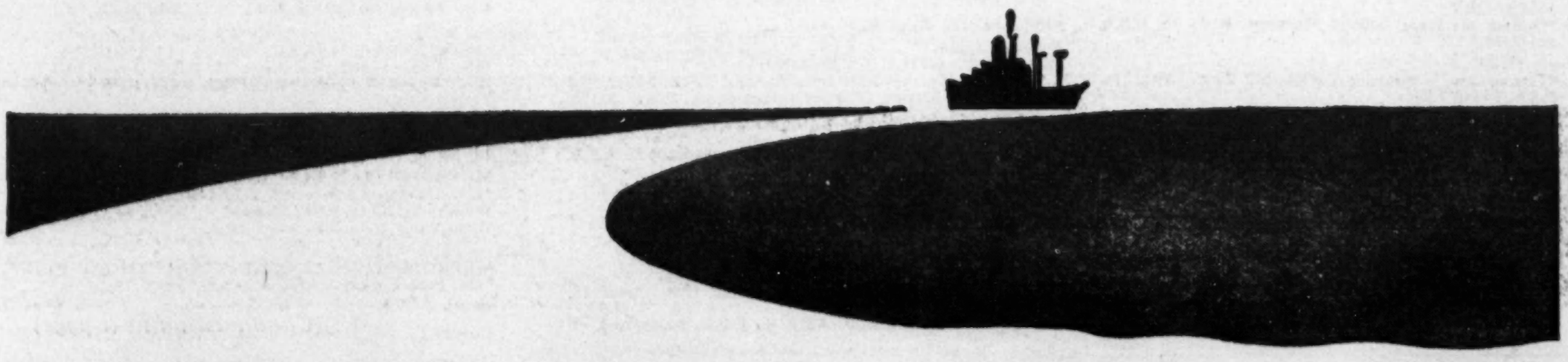

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BL14C

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 57/70
Agency inquiry for foodstuffs. E.S.B. 8023/70/J.

ALGERIA

Bulletin 55/70
Inquiry for compressed air machinery; mechanical handling equipment. E.S.B. 7496/70/J.

Bulletin 57/70
Inquiry for hyophilization equipment. E.S.B. 7990/70/J.

ARGENTINA

Bulletin 55/70
Customs tariff amendments. E.S.B. 1209/G/J.

AUSTRALIA

Bulletin 55/70
Inquiry for chinaware; glassware; hollow-ware. E.S.B. 2266/70/J.
Inquiry for chemicals. E.S.B. 7997/70/J.
Agency inquiry for automobile accessories; digital voltmeters; marine radar units; soldering irons; sound recording and reproducing equipment. E.S.B. 7483/70/J.

Bulletin 57/70
2s. Agency inquiry for industrial castors and wheels. E.S.B. 6225/70/J.

Bulletin 58/70
Inquiry for bolts, hinges, screws. E.S.B. 8368/70/J.
Inquiry for digital panel meters; oscilloscope displays. E.S.B. 12844/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 55/70
Inquiry for vitamin 'E'. E.S.B. S/27/70/J.
Inquiry for vitamins. E.S.B. S/28/70/J and S/29/70/J.
10s. Inquiry for microwave antenna feeds. E.S.B. M/9/70/J.

Bulletin 56/70
Inquiry for calibration unit. E.S.B. M/16/70/J.
1s. Inquiry for mining scoop tram. E.S.B. S/32/70/J.

Bulletin 57/70
4s. Inquiry for air regulators. E.S.B. M/15/70/J.
Inquiry for dump mining machine spare parts. E.S.B. S/31/70/J.

Bulletin 58/70
*4s. Inquiry for chucks, facing tools. E.S.B. M/17/70/J.
*10s. inquiry for steering columns covering. E.S.B. A/17/70/J.

AUSTRIA

Bulletin 55/70
Inquiry for plastic pen wire. E.S.B. 34636/69/J.
Inquiry for automobile accessories; batteries; sparking plugs. E.S.B. 7067/70/J.

Bulletin 58/70
Inquiry for rubber goods; venetian blind material. E.S.B. 7040/70/J.

BAHAMAS

Bulletin 57/70
Inquiry for foodstuffs; domestic plasticware; glasses; paper products; china; pots and pans; women's clothing E.S.B. 8298/70/J.
Inquiry for airline ticket folders and uniforms. E.S.B. 3688/70/J.

Bulletin 58/70
Agency inquiry for paper products; vegetables. E.S.B. 8206/70/J.

BARBADOS/WINDWARD AND LEEWARD ISLANDS

Bulletin 55/70
Agency inquiry for electric irons; bath towels; bathroom fittings; domestic glassware; pick axes; sledge hammers. E.S.B. 17834/70/J.

Bulletin 57/70
Agency inquiry for bathroom fittings; electric hand tools; household products; woodworking tools. E.S.B. 7567/70/J.

Bulletin 58/70
Agency inquiry for spray guns. E.S.B. 6599/70/J.

BELGIUM

Bulletin 55/70
Agency inquiry for manicure and pedicure sets. E.S.B 47737/69/J.

BELGIUM/LUXEMBOURG

Bulletin 55/70
Agency inquiry for flow measuring apparatus; seed measuring and control apparatus. E.S.B. 7769/70/J.

Bulletin 56/70
Inquiry for ceiling panels; floor coverings; partitions. E.S.B. 8085/70/J.
Inquiry for refuse disposal incineration plants. E.S.B. 47331/69/J.
Inquiry for compression joints. E.S.B. 24943/69/J.

BRAZIL

Bulletin 56/70
Agency inquiry for photographic equipment. E.S.B. 49910/69/J.

Bulletin 58/70
Agency inquiry for lifesaving equipment; marine signals; pontoons. E.S.B. 8259/70/J.

CANADA

Bulletin 55/70
Agency inquiry for boilers; dry cleaning and laundry equipment; electro-medical equipment; sterilizers; vehicle washing equipment. E.S.B. 4332/70/J.
Agency inquiry for television equipment. E.S.B. 7436/70/J.
Inquiry for upholstery items. E.S.B. 8043/70/J.

Bulletin 56/70
Inquiry for steel plate. E.S.B. 6440/70/J.
Inquiry for fabrics; bedcovers. E.S.B. 8158/70/J.
Inquiry for powdered food and drink. E.S.B. 7987/70/J
Inquiry for paper bag making machinery. E.S.B. 7886/70/J.
Inquiry for swim suit fabrics. E.S.B. 8027/70/J.
Inquiry for farm animal rearing equipment; veterinary instruments. E.S.B. 5571/70/J.

Bulletin 57/70
Inquiry for balancing machine. E.S.B. 8205/70/J.
1s. Inquiry for wheel housings. E.S.B. 11867/69/J.
Inquiry for woodworking machinery; allied plant and equipment. E.S.B. 8221/70/J.
Inquiry for gymnasium equipment. E.S.B. 7290/70/J.
Inquiry for spray equipment and materials. E.S.B. 7426/70/J.
Inquiry for hydraulics structural, geotechnical underwater and workshop equipment. E.S.B. 7979/70/J.

Bulletin 58/70
*3s. Inquiry for steel fabrications. E.S.B. 13968/69/J.
Agency inquiry for sanitaryware. E.S.B. 8092/70/J.
Inquiry for incinerating units. E.S.B. 8208/70/J.
Inquiry for cable. E.S.B. 8295/70/J.
Manufacture under licence – cosmetic and toilet articles; druggists' sundries; proprietary medicines. E.S.B. 5808/70/J.
Inquiry for webbing. E.S.B. 8247/70/J.
Inquiry for hand tools. E.S.B. 8071/70/J.

CANARY ISLANDS

Bulletin 55/70
Inquiry for knitwear. E.S.B. 7508/70/J.

COLOMBIA

Bulletin 55/70
Agency inquiry for meat processing equipment; packing machines; refrigeration plant. E.S.B. 7683/70/J.

DENMARK

Bulletin 55/70
Agency inquiry for sheepskin coats. E.S.B. 7575/70/J.

Bulletin 58/70
Agency inquiry for wheel balance and alignment equipment. E.S.B. 8199/70/J.
Agency inquiry for nail-driver. E.S.B. 8143/70/J.
Inquiry for electronic tools. E.S.B. 8126/70/J.
Agency inquiry for artificial sheepskin; buttons; fabrics. E.S.B. 7728/70/J.

DUBAI

Bulletin 55/70
Agency inquiry for clothing; cosmetics; dress materials; gift articles; radios; record changers; suiting materials; tape recorders. E.S.B. 7572/70/J.

FIJI

Bulletin 56/70
Inquiry for punching and binding machine. E.S.B. 8203/70/J.

FRANCE

Bulletin 55/70
Inquiry for machine tools accessories. E.S.B. 7562/70/J.
Inquiry for reproduction cabinet furniture. E.S.B. 7773/70/J.

FRANCE/USSR

Bulletin 55/70
Trade and financial arrangements. E.S.B. 28822/G/J.

Bulletin 56/70
Agency inquiry for electric tools; flanges; valves and stop cocks. E.S.B. 7829/70/J.
Inquiry for brass bars and wire rod; steel bars and wire rod; stainless steel wire rod. E.S.B. 2351/70/J.

Bulletin 57/70
Agency inquiry for carpets, floor tiles, plastic wall coverings. E.S.B. 7921/70/J.

Bulletin 58/70
Agency inquiry for clothing. E.S.B. 8251/70/J.
Inquiry fpr piece-goods. E.S.B. 7824/70/J.
Agency inquiry for knitwear. E.S.B. 8226/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 55/70
Agency inquiry for chemicals. E.S.B. 7430/70/J.
Inquiry for fabrics. E.S.B. 52028/69/J.
Agency inquiry for gas chromatographs. E.S.B. 43376/69/J.
Inquiry for industrial floor coverings; mechanical handling equipment; paint spraying and drying equipment. E.S.B. 7702/70/J.
Agency inquiry for iron castings. E.S.B. 6783/70/J.
Inquiry for tinned shellfish; tinned fish delicatessen. E.S.B. 36328/69/J.
Agency inquiry for foodstuffs. E.S.B. 6649/70/J.

Bulletin 56/70
Agency inquiry for hand tools. E.S.B. 7767/70/J.
Agency inquiry for rolling mill equipment. E.S.B. 7514/70/J.
Inquiry for bronze tubes. E.S.B. 7939/70/J.

Bulletin 57/70
Agency inquiry for fabrics; piece-goods. E.S.B. 7647/70/J.
Inquiry for compasses; office requisites; plastic bookbinding material. E.S.B. 8104/70/J.
Inquiry for lipstick holders. E.S.B. 4281/70/J.
Inquiry for hoses. E.S.B. 7778/70/J.
Agency inquiry for canned foodstuffs; vegetables. E.S.B. 8269/70/J.

(Continued on next page)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5 30. *Mondays to Fridays (Tel.* 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

GREECE
Bulletin 55/70
Agency inquiry for control equipment; hi-fi equipment; lift mechanisms. E.S.B. 5536/70/J.
Inquiry for timber. E.S.B. 8047/70/J.
Agency inquiry for furnishing fabrics; household textiles. E.S.B. 7735/70/J.
Bulletin 56/70
Agency inquiry for baths. E.S.B. 7904/70/J.
Agency inquiry for brass; hose clip manufacturing machinery; steel; wire. E.S.B. 6549/70/J.
Agency inquiry for agricultural machines. E.S.B. 7233/70/J.

GUATEMALA
Bulletin 57/70
Agency inquiry for plastic compression moulding machines. E.S.B. 8195/70/J.

GUYANA
Bulletin 55/70
Agency inquiry for books; magazines. E.S.B. 7117/70/J.

HONG KONG
Bulletin 55/70
Agency inquiry for trouser belting. E.S.B. 7522/70/J.
Inquiry for copper clad wire. E.S.B. 7606/70/J.

INDIA
Bulletin 55/70
Inquiry for copper ring moulds. E.S.B. 7715/70/J.
Inquiry for glue making plant. E.S.B. 6881/70/J.
Inquiry for metal container manufacturing plant. E.S.B. 3904/70/J.
Bulletin 57/70
10s. Inquiry for chemical plant and equipment. E.S.B. 34466/69/J.
Bulletin 58/70
Inquiry for food processing. E.S.B. 8119/70/J.

IRISH REPUBLIC
Bulletin 57/70
Inquiry for household hardware. E.S.B. 8245/70/J.
Bulletin 58/70
Inquiry for air vents. E.S.B. 2715/70/J.

ISRAEL
Bulletin 55/70
Agency inquiry for laboratory equipment. E.S.B. 7400/70/J.
Agency inquiry for machine tools. E.S.B. 7614/70/J.
Inquiry for electrical mincers. E.S.B. 7682/70/J.
Bulletin 56/70
Inquiry for wall tiles. E.S.B. 8164/70/J.
Inquiry for glass fibre mats; transport container production know-how. E.S.B. 7681/70/J.
Bulletin 57/70
*Manufacture under licence – hydraulic equipment. E.S.B. 7131/70/J.
Bulletin 58/70
Agency inquiry for domestic electrical appliances; sound reproducing equipment. E.S.B. 8088/70/J.
Agency inquiry for air conditioners; garage doors; garden furniture; sliding door and window gear. E.S.B. 7869/70/J.
Agency inquiry for textile equipments. E.S.B. 8341/70/J.

ITALY
Bulletin 55/70
Inquiry for gear shaping machine. E.S.B. 7876/70/J.
Inquiry for furniture. E.S.B. 7955/70/J.
Inquiry for gardening machines, equipment and tools. E.S.B. 7913/70/J.
Bulletin 56/70
Inquiry for polythene; polypropythane. E.S.B. 8110/70/J.
Inquiry for aluminium coils. E.S.B. 8136/70/J.
Bulletin 57/70
Inquiry for aluminium tubes. E.S.B. 8170/70/J.
Inquiry for dyes. E.S.B. 8157/70/J.
Inquiry for polyethylene. E.S.B. 8292/70/J.
Inquiry for colours; pigments for paint; resin (glue); timber; varnish. E.S.B. 8191/70/J.
Inquiry for corned beef; tinplate. E.S.B. 7427/70/J.
Bulletin 58/70
Inquiry for headgear. E.S.B. 46456/69/J.
Inquiry for metal or plastic strips. E.S.B. 8130/70/J.
Inquiry for rubberized and cotton textiles. E.S.B. 8293/70/J.
Inquiry for fabrics; tailoring accessories. E.S.B. 8584/70/J.

JAMAICA
Bulletin 57/70
Inquiry for wire hanger manufacturing machine. E.S.B. 8335/70/J.

JAPAN
Bulletin 57/70
Agency inquiry for ethylene oxide sterilizers. E.S.B. 8035/70/J.

JORDAN
Bulletin 55/70
Inquiry for books; carbon paper; Christmas decorations; crepe paper; office equipment; stationery. E.S.B. 7871/70/J.
Source of supply/manufacture under licence – shoe making machinery; leather moulded shoes. E.S.B. 8032/70/J.
Bulletin 56/70
Inquiry for polythene bag sealing machines. E.S.B. 8067/70/J.
Bulletin 57/70
Agency inquiry for piece-goods; yarns. E.S.B. 7260/70/J.

KOREA
Bulletin 55/70
Agency inquiry for cigars; cigarettes; tobacco. E.S.B. 7706/70/J.

KUWAIT
Bulletin 55/70
Agency inquiry for carpets; clothing; cosmetics; dress materials; footwear; perfumery. E.S.B. 7854/70/J.
Agency inquiry for clothing, fancy goods, footwear, perfumery. E.S.B. 7916/70/J.
Inquiry for bread slicing and wrapping machines. E.S.B. 7948/70/J.

MALAWI
Bulletin 56/70
Inquiry for refills for ball-point pens. E.S.B. 8036/70/J.

MALAYSIA
Bulletin 55/70
Inquiry for pruning knives. E.S.B. 7639/70/J.
Inquiry for hats; beach, leisure and sports wear; scarves; sunglasses. E.S.B. 6767/70/J.
Agency inquiry for automatic gate openers; paper pallets. E.S.B. 6767/70/J.
Bulletin 56/70
Inquiry for chemicals. E.S.B. 44682/69/J.

MEXICO
Bulletin 55/70
Agency inquiry for computers; electronic measuring instruments and components; telecommunication equipment. E.S.B. 7058/70/J.

MOROCCO
Bulletin 57/70
Agency inquiry for overhead irrigation equipment; textile machinery. E.S.B. 53315/69/J.

MUSCAT (OMAN)
Bulletin 57/70
Inquiry for beverages; lubricants. E.S.B. 7924/70/J.

NETHERLANDS
Bulletin 55/70
Inquiry for motor car materials; hydraulic equipment. E.S.B. 6427/70/J.
Bulletin 57/70
Agency inquiry for fabrics. E.S.B. 7985/70/J.

NEW ZEALAND
Bulletin 55/70
Inquiry for bedspreads; books; china; clocks; combs; cutlery; clothing; earthenware; education apparatus; fabrics; fancy goods; foodstuffs; glassware; haberdashery; hair brushes; hardware; household linen; kitchenware; stationery and office supplies; toys; tools; towels; watches. E.S.B. 6784/70/J.
Bulletin 57/70
Inquiry for chemicals. E.S.B. 8146/70/J.
Inquiry for non-ferrous metal sheet; giftware. E.S.B. 8237/70/J.

NORWAY
Bulletin 55/70
Inquiry for double glazing glass. E.S.B. 8015/70/J.
Inquiry for furniture. E.S.B. 8008/70/J.
Inquiry for canvas. E.S.B. 7976/70/J.
Agency inquiry for fabrics. E.S.B. 7878/70/J.
Bulletin 56/70
Inquiry for stainless steel in coils. E.S.B. 8009/70/J.

PAKISTAN
Bulletin 55/70
Agency inquiry for chemicals, pigments and synthetic resins for the paint industry. E.S.B. 7600/70/J.

PHILIPPINES, REPUBLIC OF
Bulletin 57/70
Agency inquiry for engine parts. E.S.B. 8069/70/J.

POLAND
Bulletin 57/70
Inquiry for hydraulic presses. E.S.B. 4322/70/J.

QATAR
Bulletin 55/70
Inquiry for builders' fittings; electrical fittings; pipes; sanitaryware; water pumps. E.S.B. 7905/70/J.
Inquiry for foodstuffs, furniture. E.S.B. 7907/70/J.
Inquiry for car radios and aerials; motor vehicle spare parts; oil and lubricants; paints; sulphuric acid. E.S.B. 7952/70/J.
Bulletin 57/70
Inquiry for cast iron ductile pipes; contractors' plant. E.S.B. 36535/69/J.

SINGAPORE, REPUBLIC OF
Bulletin 55/70
Agency inquiry for cranes; diesel engines. E.S.B. 7648/70/J.
Inquiry for fabrics. E.S.B. 7704/70/J.
Bulletin 56/70
Agency inquiry for animal feed additives; pharmaceutical raw materials; veterinary medicaments. E.S.B. 7471/70/J.
Agency inquiry for carpets; fabrics; imitation leather cloths; linens; wallpaper. E.S.B. 6229/70/J.
Agency inquiry for hydraulic pressss. E.S.B. 7189/70/J.
Agency inquiry for aircraft ground handling equipment; towing tractors. E.S.B. 8165/70/J.

SOUTH AFRICA
Bulletin 55/70
Agency inquiry for cosmetics; toiletries; pharmaceuticals. E.S.B. 7465/70/J.
Bulletin 57/70
Inquiry for high-class confectionery and exotic foods. E.S.B. 7551/70/J.

SPAIN
Bulletin 55/70
Inquiry for glass fibre tulle. E.S.B. 7998/70/J.
Bulletin 56/70
Inquiry for steel tube. E.S.B. 7889/70/J.
Bulletin 57/70
Agency inquiry for refuse composting plant. E.S.B. 8183/70/J.

SUDAN
Bulletin 56/70
Inquiry for ergometer; helium gas bottles; ophthalmoscope; oscilloscope. E.S.B. 8299/70/J.

SWEDEN
Bulletin 55/70
Agency inquiry for yarns. E.S.B. 7506/70/J.
Source of supply/ agency – steel wire. E.S.B. 23820/69/J.
Bulletin 56/70
Inquiry for hairdressing equipment. E.S.B. 7480/70/J.
Bulletin 57/70
Agency inquiry for acrylic pile fabrics; tights. E.S.B. 8011/70/J.

SWITZERLAND
Bulletin 55/70
Agency inquiry for textile piece-goods. E.S.B. 7474/70/J.
Inquiry for conveyor idlers. E.S.B. 7700/70/J.
Bulletin 57/70
Inquiry for closed circuit television system; earphones; microphones; video tape and recording unit. E.S.B. 21745/68/J.
Agency inquiry for footwear. E.S.B. 32743/69/J.

SYRIAN ARAB REPUBLIC
Bulletin 56/70
Inquiry for air-conditioning plant. E.S.B. 8162/70/J.

TANZANIA
Bulletin 57/70
Inquiry for polyethylene yarn. E.S.B. 33038/69/J.

TURKEY
Bulletin 55/70
Joint venture – electrical measuring instruments and relays. E.S.B. 7881/70/J.
Inquiry for tile and brick manufacturing plant. E.S.B. 7874/70/J.
Bulletin 56/70
Manufacture under licence – steel plates manufacturing machinery. E.S.B. 7798/70/J.
Bulletin 57/70
Inquiry for pumps. E.S.B. 5563/70/J.

UNITED STATES OF AMERICA
Bulletin 55 70
Inquiry for electronic products; electronically operated valves; gear boxes; motors. E.S.B. 7552/70/J.
Inquiry for giftware. E.S.B. 47428/69/J.
The electronics market. E.S.B. 1216/G/J.
Inquiry for giftware; souvenirs. E.S.B. 7658/70/J.
Inquiry for furnishing fabrics. E.S.B. 8173/70/J.
Bulletin 56/70
Inquiry for automobile gaskets. E.S.B. 7246/70/J.
Bulletin 57/70
Inquiry for steel plate. E.S.B. 7772/70/J.
Inquiry for alternators. E.S.B. 39464/69/J.
Inquiry for chamois leathers. E.S.B. 8204/70/J.
Inquiry for machine tools. E.S.B. 6685/70/J.
Inquiry for electronic components. E.S.B. 8261/70/J.
Inquiry for steel. E.S.B. 14824/69/J.
Inquiry for glass capillary tubes; measuring cups. E.S.B. 8046/70/J.
Inquiry for smokers' requisites; beer mugs. E.S.B. 7659/70/J.
Inquiry for hand bags; women's clothing; knitwear. E.S.B. 7691/70/J.
Inquiry for confectionery. E.S.B. 7660/70/J.

UNITED STATES OF AMERICA/MEXICO
Bulletin 57/70
Inquiry for suitings. E.S.B. 3992/70/J.

VENEZUELA
Bulletin 56/70
Inquiry for giftware. E.S.B. 7720/70/J.

YUGOSLAVIA
Bulletin 57/70
Agency inquiry for concrete adhesives; waterproofing compounds; equipment for applying waterproofing compounds. E.S.B. 6679/70/J.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 723 *of March* 18 *issue) or the Export Services Division, Hillgate House,* 35 *Old Bailey London, E.C.*4 *(Tel.* 01-248 5757).

Sales trip to United States and Canada

MR. R. T. EDGSON, export sales manager, P. P. Payne's packaging products division, is flying to the United States and Canada on April 20, to boost sales of the firm's products. He will be away for two weeks. Both countries are becoming lucrative markets for Payne's pressure-sensitive tapes and tear tapes, used for the opening of cartons and containers. In the past 18 months, sales to the two countries have increased considerably and this year will represent 20 per cent of the firm's total exports of packaging products. The company aim to double exports in the next two years.

During the trip Mr. Edgson will discuss market trends and future sales plans with the firm's distributors in New York and Montreal. Talks will also cover the sales potential for non-metallic strapping and new materials now being developed at Payne's Nottingham factory. He also plans to visit the National Packaging Exhibition in New York, as well as customers in Chicago, Cincinnati, Toronto and other industrial centres.

Tour of Far East

EXPLORING the power generation market in Hong Kong, Karachi, Ceylon, Bangkok, Saigon, Singapore, Indonesia, Manila and other territories is Mr. N. H. Hill, of John Brown Engineering (Clydebank) Ltd.

Main objective of his tour, from April 1 to May 24, will be to ascertain the market potential for industrial gas turbines to power generation and mechanical drive systems (pumps and compressors) and to seek agents with technical competence in mechanical, electrical and civil engineering.

Attending Helsinki exhibition

MR. D. W. CLARKE, general sales and marketing manager, and Mr. P. Nicholas, export sales department, The Warwick Carpet Co. Ltd., will attend the International Home and Leisure Exhibition (Habitare) at Helsinki from April 17 to 26. They also hope to establish business agreements for the marketing of carpets and visit department stores and wholesalers.

Members of the Institute of Export in Hull are pictured prior to their departure to the Middle East on their first overseas trade mission. The Middle East has been chosen for its great potential for British quality products, and although the mission will be the first of its kind from Hull the members are all experienced exporters, some of whom have a wide personal knowledge of the area. In the photograph are: (back row, left to right); Mr. D. N. Sparrow, Storry Smithson & Co. Ltd.; Mr. J. Wilkinson, British Oil and Cake Mills Ltd.; Mr. H. C. E. Sturt, John L. Seaton & Co. Ltd.; Mr. M. Mudd, Lionweld Ltd.; Mr. B. Fleming, Odex-Racasan Ltd.; (front row, left to right): Mr. J. Niven, Gayonnes Ltd.; Mr. F. A. Brown, leader of the mission, Midland Bank Ltd.; and Mr. R. A. Barton, Bartoline (Hull) Ltd.

Visiting African countries

MR. DEREK M. BROTHERTON, area export manager, Bray Construction Equipment Ltd., Feltham, Middx., is currently visiting South Africa, Angola, Nigeria and Kenya. He is to survey market prospects for his company's industrial wheeled loading shovels and agricultural/industrial four-wheel drive tractors. He will also visit existing and prospective customers and, where necessary, will appoint additional representatives.

Off to the United States

MR. D. A. REDGRAVE, sales director, AIM BioSciences Ltd., Cambridge, will attend the annual meeting of the Federation of American Societies for Experimental Biology and exhibition at Atlantic City, New Jersey, from April 13 to 17. The company produce psychological apparatus used in universities, research institutions and hospitals.

Lecture tour of Scandinavia

A TEAM from Metalife International Ltd., Harrogate, Yorks., recently visited the four Scandinavian countries to introduce their steel protection services. Their tour comprised illustrated technical lectures in Copenhagen, Oslo, Stockholm and Helsinki. More than 300 architects, consulting engineers and steel fabricators heard the two-hour presentations given by Mr. Norman Birbeck, technical manager, and Mr. Tony Smith, export manager. The team was completed by Mr. John Lyon, managing director, and Mr. Anthony Kenyon, Metalife Group press officer.

As far as is known, this is the first time a British organization concentrating solely on corrosion prevention has lectured in Scandinavia.

OUTWARD MISSION

Chairman to lead Congo mission

SIR PETER RUNGE, chairman of the BNEC, leads a business mission to Congo (Kinshasa) from April 19 – the first time a BNEC chairman has led one of its trade missions. The objects of the mission are to stimulate trade between the two countries and to examine ways in which British industry, finance and commercial management can assist industrial and trade developments. Members of the mission, which will be in the Congo until April 29, include senior executives from key industrial firms.

In the past year the committee has sponsored three separate trade missions to Kinshasa – from the Manchester and Birmingham Chambers of Commerce and the Pump Manufacturers' Association.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Seychelles air terminal building

A new air terminal building is to be built in the Seychelles Islands as part of a £3.5 million airport scheme already being constructed on Mahe Island by the British company, Costain Civil Engineering Ltd. More than 250 acres of land is being reclaimed from the Indian Ocean to build the airport on a bed of dredged sand and coral.

Details of the second contract for a £580,000 terminal building complex, awarded to Costain by the Ministry of Public Building and Works (Overseas Directorate), were revealed in London recently.

Order from Portugal

Secol Ltd., Thetford, Norfolk, have obtained a sample order for 13,000 transparency film storage sleeves for a company in Lisbon, Portugal.

Cathodic protection contract

Metal and Pipeline Endurance Ltd., London, have received a contract from the Royal Hellenic Navy, Navy Command Logistics Branch, for the supply and installation of impressed current cathodic protection on two floating docks at Pireaus, Greece.

Speedy delivery

The first consignments of the fastest export order yet won by an Ellesmere Port company left recently for Yugoslavia – a 20-ton load of Galbestos steel cladding made by H. H. Robertson (UK) Ltd. destined for the walls of a new exhibition hall at Novo Sad, 100 miles from Belgrade, which is being hurriedly built to replace one which collapsed under the weight of snow a few months ago. The new building is wanted for an exhibition opening on May 3.

The order, worth £40,000, was won at the end of January, only 12 days after the company first heard of the project. It often takes up to two years to negotiate this sort of business in eastern Europe.

Mowers for Holland and Germany

Since the introduction of the Motor Triple mower by Ransomes in 1964, sales in Holland and Germany have totalled £500,000. This business has been obtained mainly by the firm of Landre & Glinderman of Amsterdam and their sister company in Germany.

One of the latest successes has been in Rotterdam. Last year the city decided to review its mowing operations and tested most of the power triple mowers available. As a result Motor Triples from Ransomes have been chosen for the city's main mowing operations and orders to the value of over £10,000 have already been placed.

Minister's congratulations

The British Food Export Council, in announcing its new record level of exports last year, is particularly pleased to have received a letter from the Rt. Hon. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, congratulating the food manufacturing industry on its export success and its contribution to the nation's balance of payments.

The combined exports of the three constituent members of the BFEC – The Cake and Biscuit Alliance, The Cocoa, Chocolate and Confectionery Alliance and The Food Manufacturers' Federation – reached a figure of £113 million, an increase of 13.5 per cent over the 1968 record. During the two-year period overseas sales rose by 38 per cent.

The Cake and Biscuit Alliance has seen the exports of its members rise from £9.5 million in 1967 to £13.5 million in 1969, while The Cocoa, Chocolate and Confectionery Alliance records an increase over the same period from £25 million to £34.5 million. Last year's figure was a 12 per cent increase over that for 1968.

The Food Manufacturers' Federation, representing a wide range of manufactured foodstuffs, reports an increase of 15.3 per cent in 1969 to reach a total of £65 million. This follows an increase of 18.7 per cent in 1968, a year after devaluation.

South Korean railway electrification

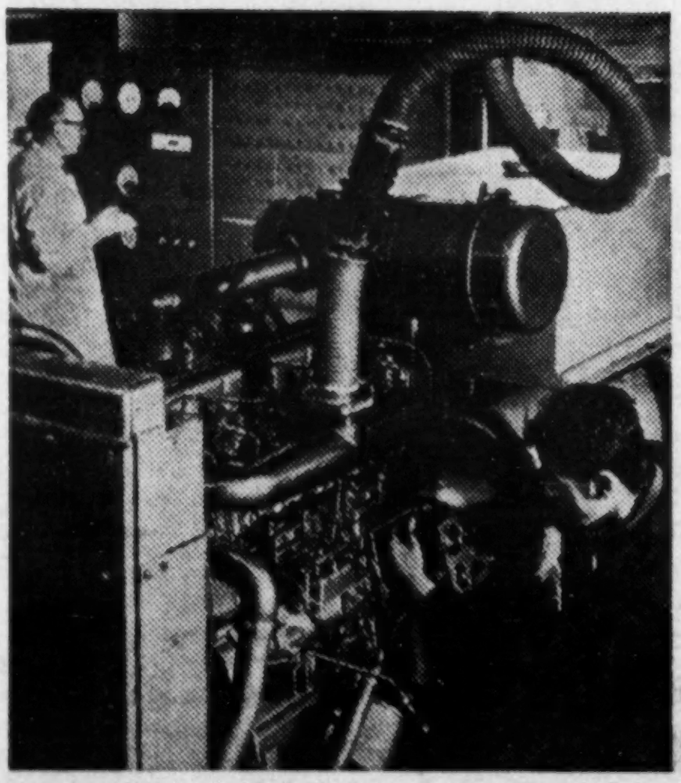
British Insulated Callender's Construction Co. Ltd. will have an important share of the US$57 million railway electrification contract awarded in South Korea to the European 50 cycles/second group, the BIC Construction Company being an associate, among others, of the 50 c/s group, which is a consortium of European companies.

For its US$7 million share of the contract, BIC Construction Company will supply materials and services, including 1,000 tons of copper conductors and overhead equipment accessories to be manufactured in BICC group factories. Westinghouse Brake and Signal Company, as sub-contractor to BIC Construction Company, will supply equipment for immunization of signalling circuits.

£7,000 order for farm equipment

Following a 17-day tour of India, Pakistan, Iran and Iraq by Mr. Donald G. Howells, Root Harvesters' export manager, the company have won an order for £7,000 worth of agricultural machinery.

Five Turnill root lifters and two Super Duplex potato harvesters have been ordered by the Punjab Agro-Industries Corporation, a company (partly owned by the Indian Government) which has become an agent for all Root Harvesters' equipment. The root lifters will be sold to Indian farmers to help them in the use of mechanized farm equipment, while the harvesters will be used on the company's own farms.



Performance testing of a 50 KVA mobile generating set, one of a batch of 28 which M.I.E. (Power) of Loughborough (Morrison Group) has designed and is supplying to the Iraq Government under a contract won in the face of strong competition from West and East European suppliers. The sets, fitted with weatherproof housings and with either wheels or skids, have Bedford 80 h.p. six-cylinder diesel engines and are being built to M.I.E. (Power) specification.

Fuel processing for German reactor

RTZ Mineral Services Ltd., a wholly owned subsidiary of the Rio Tinto Zinc Corporation Group, have concluded a contract for the supply of uranium hexafluoride, equivalent to about 955,000 lb of uranium ore concentrate, for the initial core and some reloads of a 770 Megawatt nuclear reactor to be built near Hamburg, Germany.

The United Kingdom Atomic Energy Authority have a contract with RTZ to convert uranium ore concentrate to produce this uranium hexafluoride in preparation for enrichment by the United States Atomic Energy Commission. The Authority have been delivering uranium hexafluoride to the USAEC for toll enrichment for the past 12 months and this is the fourth large contract for this type of work they have signed recently.

Computers for Australia and Sweden

ICL 1904A computers have been ordered by two mining companies, Mount Isa Mines in Queensland, Australia, and The Boliden Company of Stockholm, Sweden.

The 1904A for Mount Isa Mines will form the first phase of a $2 million (£935,000 approximately) management information system. The project, which is expected to take six years to complete, is an entirely new concept for Australian mining and will support the planning, controlling and evaluation of all functions in the Mount Isa Mines organization.

L. M. Ericsson Data AB, the 75 per cent ICL-owned Swedish company, have received the order for an ICL 1904A computer from The Boliden Company, the Swedish mining concern. The computer system is to be installed at Skelleftehamn in the autumn of 1971.

Milk float for Caribbean

Living in the Bahamas may provide all the sunshine anyone could want, but it does have its shortcomings, noticeably in the supply of fresh water, which has to be supplied in bottles in much the same way as milk is delivered in other places, and the New Providence Development Corporation in Nassau has hit on the idea of using British-built, battery-operated milk floats to deliver the precious water to its customers.

The Corporation chose the long-range electric vehicle made by Harbilt Electric Trucks and Vehicles, Market Harborough, Leics. – the 936 Mk. 1, which has good speed and payload capacities.

Delivering fresh water is not the only interest of the Corporation – it is also in the process of developing golf courses. The first, to be completed in 1970, will include as part of its facilities battery-powered golf buggies. Already ordered is the Harbilt 400, as used in major United Kingdom tournaments.

Water treatment equipment for Trinidad

Paterson Candy International Ltd. (a member of the Portals Group) have received two orders from Neal & Massy Ltd., Trinidad – the first to supply a Waterman plant to the Water and Sewerage Authority, Trinidad, and the second to supply an iron removal plant for the Water and Sewerage Authority, Valsayn, The equipment includes six 26 ft. long horizontal pressure filters, two air blowers and ancillary equipment, lime dosing and chlorination equipment. The value of the combined is orders £52,414.

£200,000 dairy contracts

A complete 'Vitamilk' bottling plant for Green Spot (Thailand) Ltd. is among major contracts nearing completion by the bottling and mechanical handling division of UD Engineering Co. Ltd. A feature of the contract is that in addition to supplying bottling plant, the company will be the main contractor, with responsibility of the supply, installation and commissioning of the continuous sterilizer on a packaged-deal basis.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Application for restriction order on footwear

THE IRISH Republic's Merchandise Marks Commission have given notice that their inquiry into the application for an Order under Part III of the Merchandise Marks Act 1931 prohibiting the importation of ladies', men's, and children's footwear, without an indication of the country of origin, will commence at 10 a.m., on Wednesday, April 8, 1970, at 45 Merrion Square, Dublin 2.

FRANCE

Import regulations on foodstuffs

THE FRENCH *Journal Officiel* of March 18, published a notice setting out the variable levies and maximum rates which apply from March 15, 1970, to certain foodstuffs of the following tariff headings (for the sake of brevity the descriptions have been condensed):

17-04 Sugar confectionery.
18-06 Choclate and other preparations containing cocoa.
19-01 Malt extract.
19-02 Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes.
19-03 Macaroni, spaghetti and similar products.
19-04 Tapioca and sago, and substitutes.
19-05 Prepared foods obtained by the swelling or roasting of cereals or cereal products.
19-06 Communion wafers, rice paper, etc.
19-07 Bread, bakers' wares, etc., not containing sugar, honey, eggs, fats, cheese or fruit.
19-08 Pastry, biscuits, cake, etc.
21-01 Roasted chicory and other roasted coffee substitutes, extracts, essences and concentrates thereof.
21-06 Natural yeasts, prepared baking powders.
21-07 Food preparations not elsewhere specified or included.
22-02 Lemonade and other non-alcoholic beverages, not including juices falling within heading No. 20-07.
29-04 Acyclic alcohols and their derivatives.
35-05 Dextrins; soluble or roasted starches, starch glues.
38-12 Prepared glazings, dressings, etc., or a kind used in the textile, paper, leather or like industries.

Inquiries relating to this notice should be addressed to Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas.

Applications against quotas Nos. 10, 11, 15, 16, 17, 18 and 19, should be presented from March 25 to April 25.

Quota Number	Goods	Value of licences for which applications are invited
		(Pesetas)
10	Inorganic chemical products	30,250,000
11	Organic chemical products	24,200,000
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	63,525,000
16	Phenoplasts and furane resins	27,225,000
17	Aminoplasts	18,150,000
18	Other condensation, polycondensation and polyaddition products	18,150,000
19	Styrene and derivatives polymerization products	9,075,000

Opening of global quotas

APPLICATIONS against quotas Nos. 43 to 45 should be presented from March 20 to April 20 and applications against quotas Nos. 46, 48 and 49 should be presented from April 1 to May 1.

Quota Number	Goods	Value of licences for which applications are invited
		(Pesetas)
43	Marine engines (not liberalized) and parts for the manufacture of the same	27,225,000
44	Engines for use on land (not liberalized) and parts for the manufacture of the same	106,177,500
45	Motor pumps and motor compressors (not liberalized)	24,200,000
46	Refrigerators up to 250 litres	83,187,500 (16,637 units
48	Television and radio receivers	18,150,000
49	Radio transmitters and transmitter-receivers	40,232,500

Continued on next page

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON. Head Office	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8031
London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	(Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	3292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

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Import duty reduction on tropical woods

NOTICE WAS GIVEN in the *Board of Trade Journal* of January 28 (page 259) of a 2 per cent import duty on tropical woods (Tariff heading 44.03-E and 44.04-B) valid until March 15. The Spanish *State Gazette* of March 16 announced that the validity period has been extended to June 15.

SWITZERLAND

Amendments to a foodstuffs ordinance

THE SWISS Federal Council has issued an order of February 11, 1970, which amends parts of Articles 183, 184 and 238 of an ordinance of May 26, 1936, on trade in foodstuffs and various common articles.

A period of six months will be allowed from the effective date of the order (March 1, 1970) for the adaptation of material to the new provisions and for the disposal of stocks of goods complying with previous requirements.

Details of the order can be obtained from, and inquiries about this notice should be addressed to the Expotr Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459, 460 or 462).

Adjustment to differential duties

SWISS RECUEIL No. 9 of March 6, 1970, published the Federal Council's decision to alter the differential rates of duties on certain commodities which had been the subject of previous Orders.

Details of this decision can be obtained from, and all inquiries about this notice should be addressed to the Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459 or 462).

EUROPEAN COMMUNITIES

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C32, dated March 19, 1970, contained an announcement concerning an application for clearance of an agreement between l'Association syndicale belge de la parfumerie (ASPA), Brussels, and its members, manufacturers, general agents and concessionaries relating to the sale of perfumery and toilet products in Belgium.

Interested third parties are invited to submit their observations within one month from March 19, 1970, under Ref. 10/299, to the following address:

Commission des Communautés Européennes,
Direction générale 'concurrence',
Direction 'Ententes et Positions dominates',
rue de la Loi, 200,
1040 – Bruxelles (Belgique).

Particulars of this notice may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

LEBANON

Import licensing control on nightgowns

IT WAS announced in the Lebanese *Officiel Gazette* No. 15 of February 19, that the Minister of National Economy has subjected the import of men's, ladies' and children's nightgowns and pyjamas falling within Customs Tariff Sections 60.01, 61.02, 61.03 and 61.04 to licensing control.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

TOGO

New mercurial values

DECREE No. 0042 of February 19, 1970, announced that fiscal duties and taxes in Togo for certain printed textile goods will no longer be assessed *ad valorem*, but on a fixed mercurial value. These are listed below.

Tariff Number	
55-09 Al e 2	Other cotton fabrics containing not less than 85 per cent by weight of cotton, plain, serge, twill or satin woven: Printed or similar (with motifs applied by painting, or cropping flocks or otherwise) 'Fancy' and the like
Mercurial Value	1,200 francs per K. Net (not applicable when the duty paid value is more than 1,200 francs per K. Net)
Rate of Fiscal Duty	7 per cent

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4.

ZAMBIA

Suspension of duties

THE ZAMBIA Customs and Excise (Suspension) (Amendment) (No. 3) Regulations, 1970, amended with effect from January 31, the Schedule to the Customs and Excise (Suspension) Regulations, 1970 (published in the *Board of Trade Journal* of February 25, page 560) by the insertion of the items listed below:

Heading No.	Description of Goods	Effective Rate of Duty
Ex 17.02.90	Glucose	Free
38.19.10	Shock absorbers, brake and hydraulic fluids	10%
39.07.91	Plastic beads	Free
44.27.40	Wooden beads	Free
68.14.10	Brake linings for motor vehicles	10%
70.18.10	Safety glass consisting of toughened or laminated glass, shaped or not; in sizes or shapes ready for incorporation in motor vehicles	10%
70.09.20	Rear-view mirrors	10%
Ex 70.19.10	Glass beads	Free
73.29.14	Transmission chains for motor cycles	10%
73.35.30	Springs and leaves for springs, of iron or steel: for motor vehicles	10%
84.06.22	Internal combustion piston engines for motor cycles or pedal cycles	10%
84.59.20	Windscreen wiping mechanisms for motor vehicles	10%
84.63.20	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings: for use in motor vehicles or motor cycles	10%
	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters:	
85.09.20	For motor cycles	10%
85.09.30	For motor vehicles	10%
87.12.10	Parts and accessories for motor or motorized cycles and side cars of heading 87.09.00	10%
90.28.10	Electrical measuring, checking, analyzing or automatically controlling instruments and apparatus: of a type used on motor vehicles	10%

The duties appearing in the Customs Tariff, in so far as they apply to the goods appearing in the Schedule above, are suspended to an

(*Continued on next page*)

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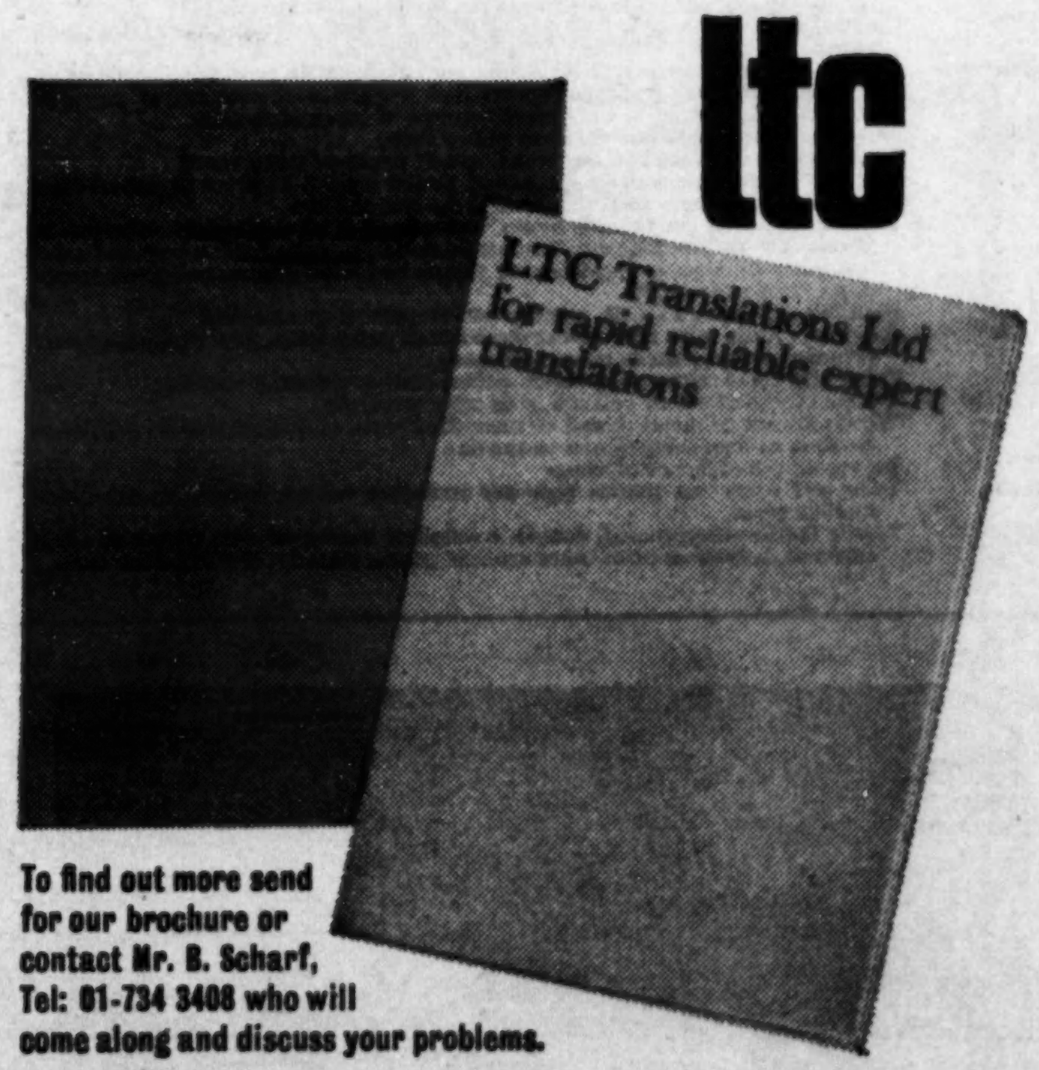

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ZAMBIA, *continued*

extent sufficient to reduce such duties to the effective rates shown in the Schedule.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 51 published in the United Republic of Tanzania *Official Gazette* of February 27, amends, with effect from March 1 the Open General Licence, 1968.

The second and fourth Schedules to the latter Open General Licence (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) and subsequently amended, are now further amended by inserting in each of those Schedules the following items in their appropriate numerical positions:

Second and Fourth Schedules

B.T.N. Number	Description of Goods
02.06	Bacon, ham and other dried, salted or smoked pip
07.01	Onions
15.07	Palm oil and coconut oil
19.08 A	Biscuits
22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading 20.01
22.03	Beer made from malt
30.03	Medicaments (including veterinary medicaments)
30.04 A	White absorbent cotton wadding
32.09	Paints (including (r.t.m.) Snowcem), enamel, lacquers, varnishes, distempers, but not including artists' colours
33.06	Perfumery, cosmetics and toilet preparations
44.15	Plywood, blackboard, laminboard, battenboard, and similar laminated wood products (including veneered panels and sheets), inlaid wood and wood marquetry
48.10	Cigarette paper, cut to size, whether or not in the form of booklets or tubes
48.11	Wall paper and (r.t.m.) Lincrusta; window transparencies of paper
48.12	Floor coverings prepared on a base of paper or of paperboard, whether or not cut to size, with or without a coating of linoleum compound
48.13	Carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes
48.14	Writing blocks, envelopes, letter cards, plain cards, plain postcards, correspondence cards, boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery
48.15	Other paper and paperboard, cut to size or shape
48.16	Boxes, bags and other packing containers of paper or paperboard
48.17	Box files, letter trays, storage boxes and similar articles of paper or paperboard, of a kind commonly used in offices, shops and the like
48.18	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard
48.19	Paper or paperboard labels, whether or not printed or gummed
48.20	Bobbins, spools, caps and similar supports of paper pulp, paper or paperboard (whether or not perforated or hardened)
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding
50.09/10	Woven fabrics of silk or voil silk or of other waste silk
52.02	Woven fabrics of metal thread or metallized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like
54.05	Woven fabrics of flax or of ramie
58.08	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics) plain
59.08	Textile fabrics impregnated, coated, covered or laminated with preparations of cellulose derivatives or of other artificial plastic material (PVC canvas, etc.).
60.03	Stockings, under-stockings, socks, ankle-socks, sockettes, and the like, knitted or crocheted, not elastic or rubberized
60.06	Knitted or crocheted fabric and articles thereof, elastic or rubberized (including elastic knee-caps and elastic stockings)
61.01	Men's and boys' outer garments
62.01	Travelling rugs and blankets
69.11/12	Earthenware
70.13	Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar purposes
70.14	Illuminating glassware (lantern chimneys)
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled
73.36	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel
73.38	Enamel hollow-ware and domestic utensils of iron or steel
76.03	Wrought plates, sheets and strips of aluminium
82.01/06	Hardware and tools
84.51	Typewriters and cheque-writing machines
84.52	Calculating machines, accounting machines; cash registers, postage franking machines, ticket-issuing machines and similar machines incorporating a calculating device
84.54	Other office machines, e.g., duplicating machines, addressing machines, etc.
84.55	Parts and accessories of items described in 84.51, 84.52 and 84.54
85.12	Electric space heating equipment
85.15 A	Radio and television receiving sets or radiograms
85.15 B	Parts of radio or television receiving sets or radiograms
90.01	Lenses, prisms, mirrors and other optical elements of any material, unmounted other than such elements of glass not optically worked; sheets or plates, of polarizing material
90.02	Lenses, prisms, mirrors and other optical elements, of any material mounted, being parts of or fittings for instruments or other apparatus, other than such elements of glass not optically worked
90.03	Frames and mountings and parts thereof, for spectacles, pince-nez, lorgnettes, goggles and the like
90.04	Spectacles, pince-nez, lorgnettes, goggles and the like, corrective, protective, or other
90.05	Refracting telescopes (monocular and binocular) prismatic or not
90.07 A	Photographic cameras, photographic flash-light apparatus

Applications to import the goods shown above should be submitted to the State Trading Corporation, PO Box 883, Dar-es-Salaam, and not direct to the office of the Imports Controller.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

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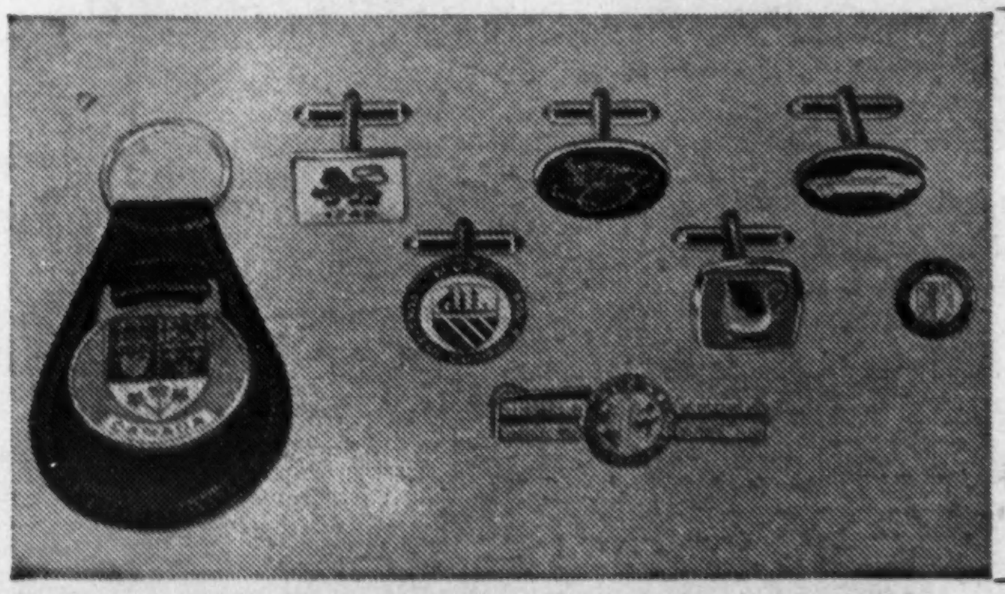

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The Merchant bank will have offices on the second floor of The Chartered Bank Chambers, Battery Road, Singapore, 1.

AUSTRALIA

Dumping duty on photographic film

NOTICE WAS given in the *Board of Trade Journal* dated February 14, 1969, of details of dumping duties on photographic sensitized film in Australia. Those duties have now been revoked and replaced by the following which came into effect on March 12, 1970:

Photographic sensitized film falling within tariff items 37.01 or 37.02, but not including cinematographic film and diazo film.

Photographic sensitized unexposed paper falling within tariff item 37.03, but not including copying paper of the diazo type.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Ref. CRE 7139/65.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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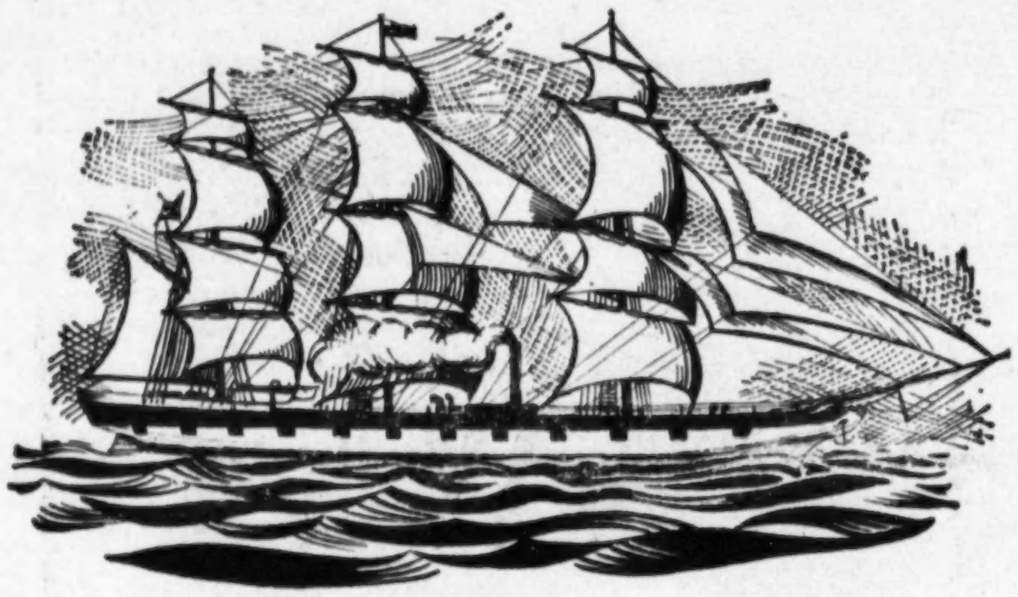

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NEW ZEALAND

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
82.06.00	Knives and cutting blades for machines or for mechanical appliances

Tariff and Development Board reports

COPIES OF the following New Zealand Tariff and Development Board reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
58.05	Elastics and narrow woven tapes, webbings and bindings wholly of cotton
84.39.01	Hat-making blocks
82.01.31 82.01.32 82.01.33 82.01.53	Hand weeding forks and garden trowels

TRAINING PROGRAMME AT PETERBOROUGH

Twelve fisheries officers from 10 countries recently completed a three-week training programme at the Perkins Engines Group at Peterborough, as part of a 12-month course organized by the Ministry of Overseas Development. Seen receiving his certificate from Mr. A. F. J. Mullins, Government and Trade Relations Advisor of the Perkins Engines Group, on the conclusion of the course, is 28-year-old Mr. Peter Omedo from Uganda. While at Peterborough, the officers, from Zambia, Brazil, Pakistan, Burma, Nigeria, Ghana, Kenya, the Philippines and the United Kingdom, studied construction, operation and maintenance of Perkins marine diesel engines.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Mr. E. G. Bell of GEC-AEI Telecommunications Ltd., Sub-Contracts Department, witnessing Mr. Leonard Dale signing a contract for the supply of Dale Power equipment to GEC-AEI Ltd., for the Guyana Telecommunications Corporation's major development of their telecommunication network, including a microwave system and exchanges. Mr. Bell is seated on left of picture. Dale Electric of Great Britain Ltd. will be supplying the complete power system, which forms only a part of this major expansion scheme to the Guyana Telecommunication network and is complementary to buildings, towers and telecommunications equipment being included in the GEC-AEI 'turnkey' project, the total cost of which exceeds £3 million.

PERU

Extension of import ban

PERUVIAN DECREE Law No. 18181 of March 17 extends, for an unspecified period, the import ban on items listed in Supreme Decrees No. 202-68-HC of June 24, 1968 and No. 134-69-EF of September 17, 1969, details of which were published in the *Board of Trade Journal* of July 26, 1968 (pages 296-299), and October 1, 1969 (page 922).

Information about items covered by the ban may be obtained from Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 600 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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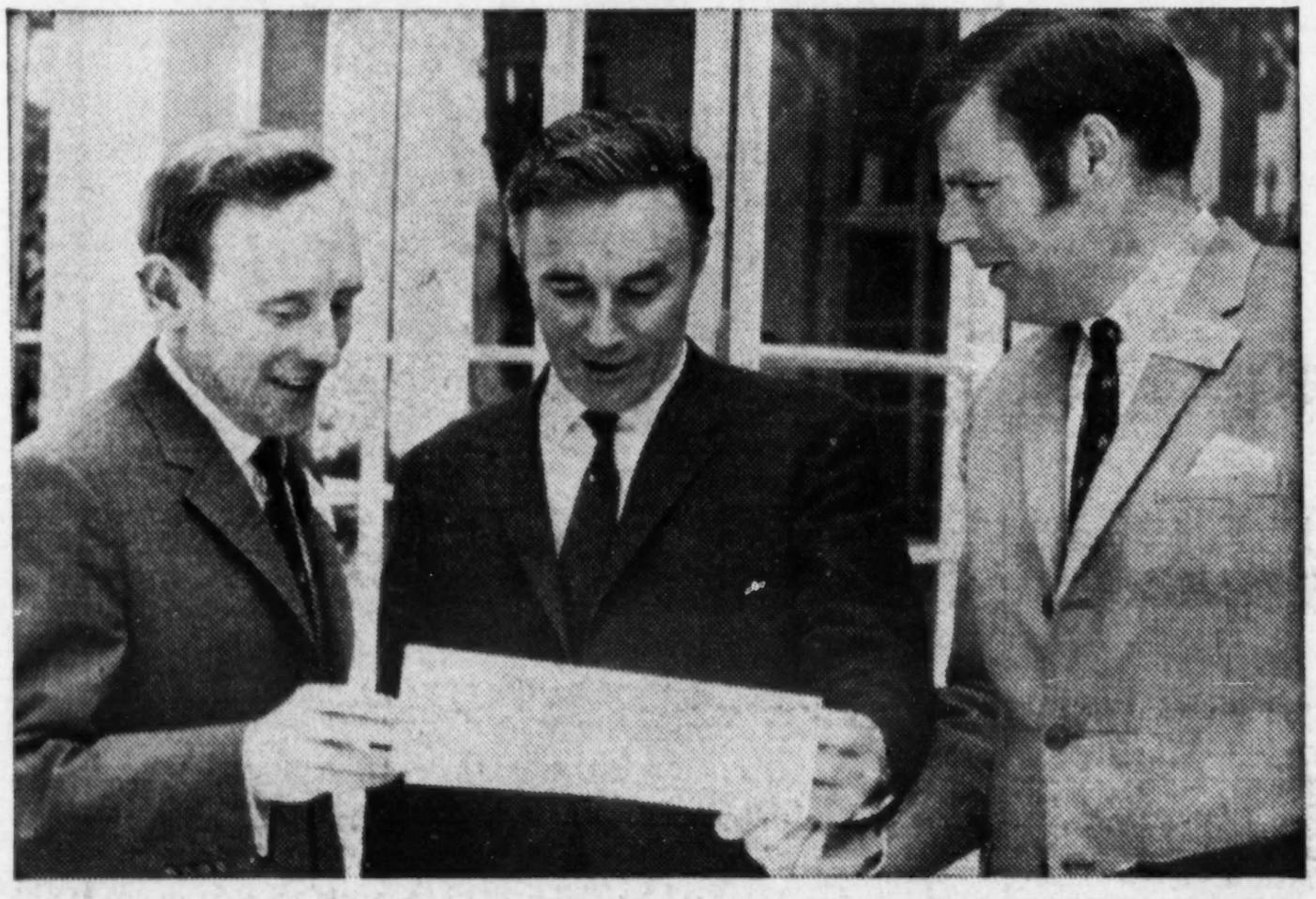
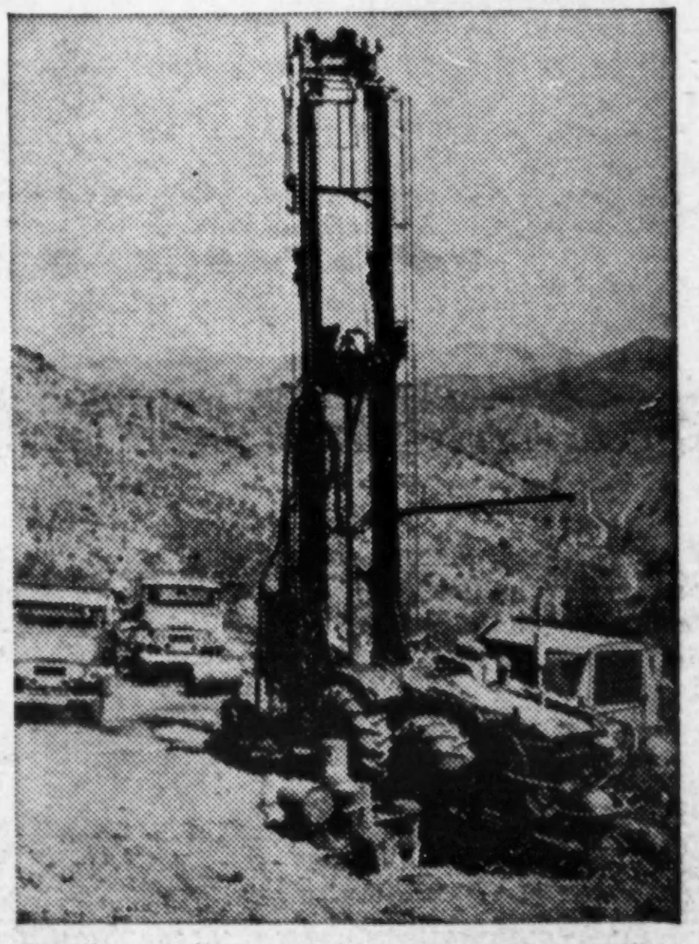


The First Northern Ireland Trade Mission recently returned from South Africa after spending a week each in Johannesburg, Cape Town and Durban. Individual members also visited other centres, such as Pretoria, Bloemfontein, Port Elizabeth and East London. The mission was predominantly a textile one with light engineering and clothing also represented. A number of the textile firms represented were selling industrial goods as well as consumer goods. The photograph shows left to right: Mr. M. B. Keohane, mission secretary; Mr. A. Sheperd, HM Consul (Commercial), Cape Town; and Mr. Irvine Devitt, mission leader, discussing the progress of the tour.



Gryphon drilling rigs from Hydraulic Drilling Equipment Ltd. are now in use on prospecting sites throughout the world. This Gryphon 10 unit is seen in use by an American prospecting company for mineral exploration on a site north of Adelaide, South Australia. Work is being carried on in temperatures of 120° F in some of the most inaccessible and desolate terrain in the Southern Hemisphere.

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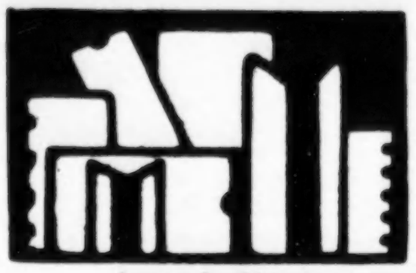

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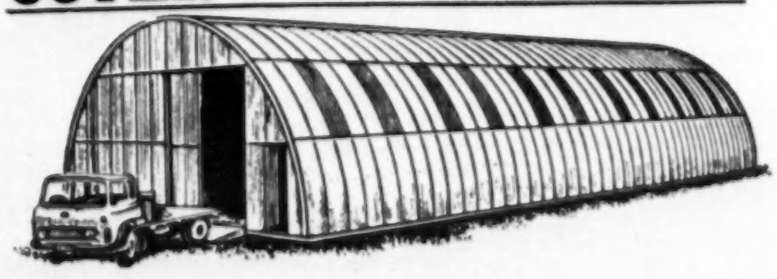

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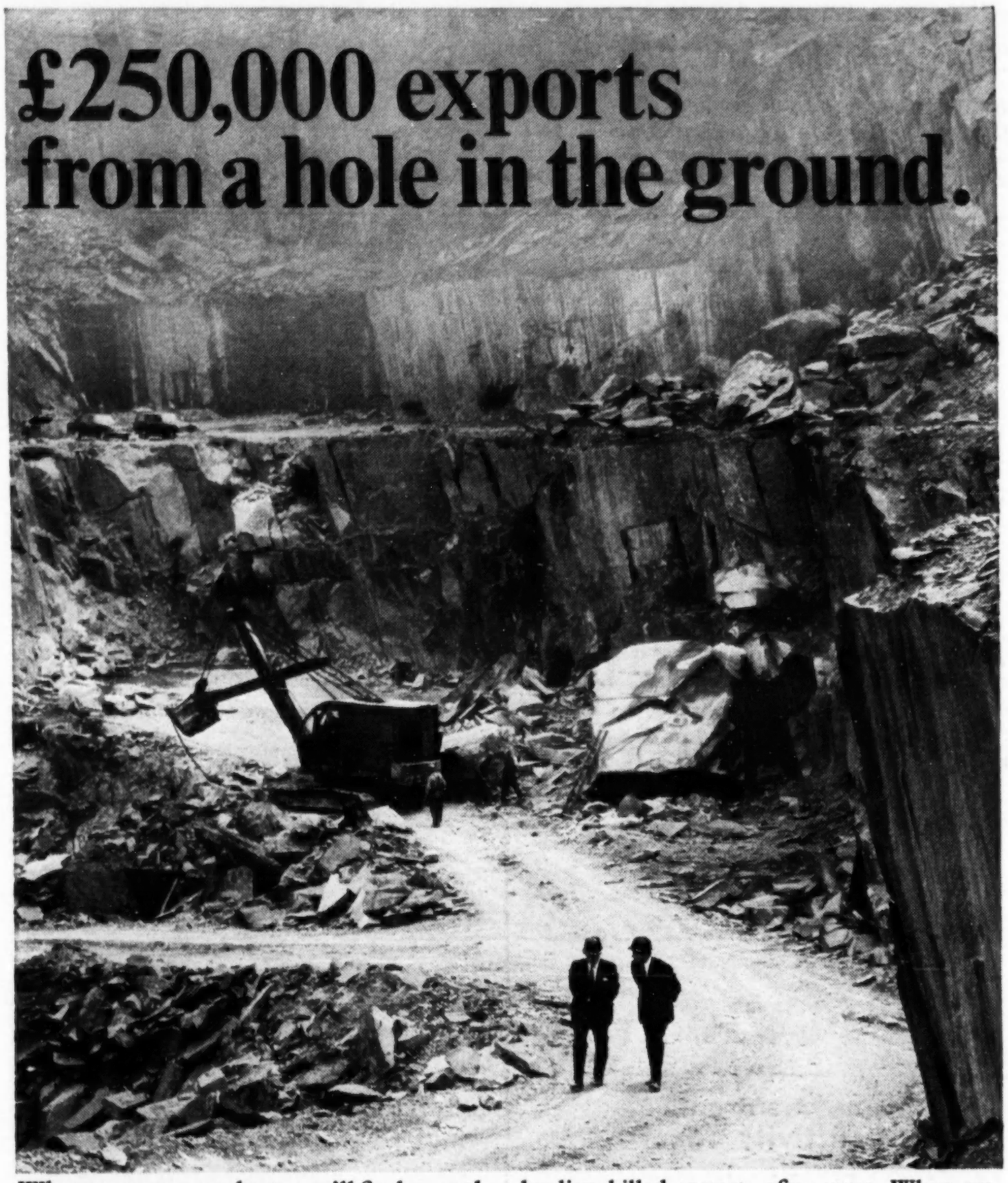

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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